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Comments

RICHARDSON

The big story about price received by stockmen and other farmers in September isn't that they declined three points to 134, though they did that. Or, that prices paid by stockmen held at their record high 151, though they did that. No, the big story is that the parity ratio fell from its revised 60 for August to 59 in September.

That's the lowest parity ratio in more than 48 years—since April 1933! Lower prices for cattle as well as corn and soybeans were mainly responsible for that decline.

The 134 was 8 points (5.8%) below a year ago. The 151 prices paid index was up 10 points (7.1%) above a year ago. The ratio of prices received to prices paid was off 2 points to 89. It has stood at 101 a year ago. For those who can remember back, it was August 1973 when the parity ratio reached 106—above 100 for the first time since the days of the Korean War. And, the last time it's reached that plant to date.

Parity stayed in the high 60s throughout the first five months of 1977, then trailed off to 63—a new modern low—in August and September of that year. It averaged 66 for the full year.

It rallied somewhat in 1978, though it never was higher than 75. And averaged 70 for the year. More of the same in 1979 when it averaged 71 for the year. Last year, parity hit a low of 60 in April, stayed at 61 through June, peaked at 67 in August and averaged 64 for the year. The lowest year's average since the depression.

This year, it began at 65 in January, stayed there in February. Then dropped: To 64 in March, 63 in April and May, 62 in June and July. It was first put at 61 in August, but then revised to 60.

As part of its determined effort to halt inflation, the government is attempting to keep food prices soft without sending them into a drastic slide. Beef cattle prices declined from $59 to $53.40 per cwt. last month, the lowest since December 1976. Moreover, cattle prices were a major contributor to the lowest parity ratio in more than 48 years. No one can blame the Administration for trying to hold down inflation. The U.S. would be in far less trouble today if it had shown the same concern in the past. But agriculture should not have to play the skunk at the garden party.

VIDEO AUCTION—Buyers gathered at San Luis Obispo, Calif. and at the California Pines Lodge in Altruas for the Cal Poly Performance Tested Bull Sale. Both groups had the same chance to bid: some in person and others via video tape and telephone lines. (Staff photo by Alex Mostrous)

Cal Poly conducts video tape auction

By ALEX MOSTROUS

As a crowd of over 250 interested buyers filled the auction barn for the 26th annual Cal Poly Performance Tested Bull Sale at San Luis Obispo, Calif., over 600 miles to the north another crowd made themselves comfortable in the lobby of the California Pines Lodge in Altruas. What do these two groups have in common? They are both attending a bull sale. Not unusual you say, but it just happens to be the same sale!

That's right, the same Cal Poly Test Bull Sale that was taking place in San Luis Obispo, was also giving interested cattlemen in the Altruas the same chance to bid via video tape and miles of telephone lines.

Impossible? No; practical? A bit early to tell; successful? Yes!

The reason for the video auction stems from a convenience standpoint, explained Dan Dail of Klamath Falls, Ore., video performance coordinator. "Modoc County is, of course, known for their cattle ranches and the cattlemen are pro-

(Continued on page 3)

USDA drafts plan grading leaner beef

USDA plans to allow leaner beef to qualify for its top quality grades as suggested by the National Cattlemen's Assn., according to a draft copy of the agency's proposed new beef grading standards obtained by CNS.

The standard revisions would allow leaner beef to qualify for the U.S. prime and U.S. choice grades without significantly lowering the palatability of either grade.

The draft proposal would offer annual savings of $100 million or more through reduced feeding costs for grain fed beef.

Since the proposal is only a draft, further changes are possible before USDA completes its plans.

Under the proposal, the minimum amount of marbling required for steer, heifer and cow beef in the "A" maturity range (cattle up to about 30 months of age) would be lowered to "minimum moderate" for the prime grade, to "typical slight" for choice and to "minimum traces" for the good grade.

Under the current system, beef in the "A" range must have at least "slightly abundant" marbling to qualify for the prime grade, "minimum small" marbling for the choice grade and "minimum slight" marbling for the good grade.

USDA elected not to base quality grades on fat thickness or fat color under the proposal, because these factors could creat problems for USDA graders and could contribute to inaccuracies in grading, USDA said.

USDA also proposes to eliminate the standard grade and to grade as "utility" all beef failing to meet the minimum quality requirements for the good grade.

For cattle in the "B" maturity range (about 30 to 42 months of age), the draft proposal would require an increase of two degrees of marbling from the proposed "A" range minimums for each grade.

The draft made no proposals for changing current yield grading requirements. The American Meat Institute earlier this year petitioned USDA to return yield grades for beef carcasses to a voluntary option for users of USDA'S grading services.

The draft said USDA standards for grades of slaughter cattle would be revised to reflect the changes proposed for the beef carcass grade standards.

Industry doubtful about beef grading changes

Although producers will be encouraged to feed cattle to lighter weights at less cost if the National Cattlemen's Assn's proposal to broaden the choice beef grade is passed, meat industry executives said recently they are doubtful about consumer benefits of the proposal.

As grading standards are changed, there is core pressure on retailers to interpret what consumers want and structure merchandising programs around that, Charles Hendryx, vice president of meat marketing for Butt Grocery Co., Corpus Christi, Texas, told the American Meat Institute recently. A higher proportion of retail promotions are for USDA choice beef, Hendryx said. This is and allows retailers to maintain quality levels at the meat counter, he said.

Retailers require uniformity in product and confidence from consumers to promote sales, Hendryx said. Greater communication between retailers, consumers and packers in explaining the benefits of leaner beef is needed to promote sales, he said.

P.N. Dequattro, vice president and director of purchasing meat and provisions for Valles Service Corp., Wellesley, Mass., said he opposes the beef grading proposal because restaurant customers must be able to identify and separate quality and price.

"It is an injustice to further dilute the grading standards of choice (beef)

WESTERN LIVESTOCK JOURNAL
A CROW PUBLICATION
News • Trends • Sales • Shows • Markets
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Cattle runs likely to peak end of Oct.:

Feeder cattle movement expected to occur after first killing frost

The bulk of the fall feeder cattle movement will occur after the first killing frost, according to livestock analysts and feeder cattle dealers contacted by CNS.

Feeder cattle runs are likely to peak the last week of October and the first two weeks of November, the sources projected. A larger percentage of yearlings already have moved, compared with calves, they agreed.

A widespread killing frost will occur throughout much of the Midwest, according to Global Weather Services. The frost could extend as far south as Northern Arkansas, GWS said.

Excellent fall grazing conditions and unattractive feeder cattle prices have resulted in feeder cattle being held off the market, said Bob Price, Western Livestock Marketing Information project leader. Cheap feed will limit price pressure on feeder cattle, he said.

"Our receipts (of feeder cattle) have been down 20% from a year ago," said Gene Sorrel, feeder cattle dealer with Sitton, Coots and Swords of Hopkinsville, Ky.

Most of the yearlings have been sold in the Southeast and about 40% of the calves have moved, Sorrel said. The yearlings moved two weeks earlier than usual this fall because feeder prices would weaken, he said.

Yearling prices could lose as much as $5.00 to $7.00 per cwt. when the bulk of these cattle move, said Dick Hummel, farmers grain and livestock analyst. Hummel estimated that less than 40% of the yearlings nationally have been sold.

High Plains and Corn Belt yearling prices will average from $62.00 to $64.00 during the peak movement and calf prices will average from $66.00 to $68.00, Price said. Inweights of feeder cattle will be 30 lb. above a year ago because of the excellent grazing conditions, he added.

Feedlots will place more yearlings than calves this year, Price said. However, the excellent wheat pasture prospects will support calf prices, he said.

If the Southeast experiences a warmer-than-usual fall, Sorrel said, feeder cattle movement could stretch into January, which would lessen the pressure on prices.

The demand for calves from Kansas, Oklahoma

(Continued on page 3)

Date set for plaintiff's response in beef suit

Cattlemen plaintiffs in the pending beef industry antitrust litigation have until Dec. 21 to respond to the supermarket chain store defendants' motion for summary judgement, according to several of the attorneys working on the case.

The motion, filed by the defendants in September, requires the cattlemen plaintiffs to provide evidence that shows packers merely add on their cost to the price paid for live cattle before selling beef to chain stores, the attorneys said, reports CNS.

The first case of the mammoth legal battle was filed in 1975 and 17 more cases were filed later, involving hundreds of cattlemen as plaintiffs. In 1978, all of the cases were consolidated into a multiple district litigation that has been called the largest private antitrust litigation in the U.S.

The cattlemen alleged that since 1963, about 25 of the largest supermarket chains, through means and manipulation of the National Provisioner, dictated the price of beef to packers that directly determined the price cattlemen were paid for cattle. The suit also names as defendants

(Continued on page 3)

NEWSPAPER (priority handling)
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COW POKES

By Ace Reid

"Now Zeb, I've told you not to carry around a gun on these huntin' trips cause' somebody wuz bound to git shot!"

Western Livestock Journal

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Soft sales, squeezed profits to hamper '82 meat gains

Flat economic conditions through mid 1982 will limit any profitability gains in the U.S. meat industry in coming months, two economists told a meeting of the Meat Importers' Council of America recently.

"There is no evidence of any re-acceleration in any consumer buying patterns," Roy Moor, senior vice president and chief economist for the First National Bank of Chicago, said. "But there's no decrease either," he added.

Poor business conditions—soft sales and squeezed profits—will continue through mid 1982, Moor said. He predicted the economy will begin to improve in July 1982. Along with that, he said, interest rates will decline, with the prime rate bottoming at 14% in August 1982. Interest rates will then rise going into the fall, he said.

The inflation rate will continue in decline in 1982 as well, Moor said. However, increasing unemployment, to 8% by the end of 1981, will remain near that level through mid 1982, he predicted, and will also negatively affect consumer buying.

The economic situation has made consumers cost conscious and they no longer buy in anticipation of rising prices, he said.

Another economist, George Abrahnm of Abraham and Associates Inc., said the percentage of consumer income spent on meat and poultry is the lowest in decades. Consumer demand will be the key to meat prices in 1982, he told CNS.

Abraham said 4.1% of disposable personal income is now spent on red meat and poultry. He predicted consumers will have 11.5 to 12% more spendable money in 1982, and that they would spend 4 to 5% more on meat and poultry. That would increase income spent on food only slightly to 4.3% at the most, however.

Demand will be especially important in 1982 because of record red meat and poultry supplies, Abraham said.

Swan says government accepts double standard

Legislation being introduced in the House of Representatives would make certain that imported meat was subject to the same inspection standards as domestically produced meat, the National Cattlemen's Assn. said recently.

The legislation, to be offered soon after Congress returns Oct. 13 from recess, will be in the form of an amendment to the Federal Meat Inspection Act. NCA said the measure would require that foreign meat suppliers comply with the same species, residue and chemical use standards imposed on U.S. meat producers. The amendment will be introduced on the House floor, as part of the farm bill, by Congressman Glenn English (D-Okla.), a member of the House Agriculture Committee.

"The basic Meat Inspection Law requires that inspection of meat imported into the U.S. be equal to that for U.S-produced meat," said J.W. (Bill) Swan, NCA president. "However, at present our government tolerates a double standard when it comes to various chemicals and animal drugs used in producing meat products. Standards applied to U.S. livestock production are not necessarily applied to overseas production."

The English amendment would prohibit the importation of meat whose production involved use of any animal drug or chemical (such as DES and DDT) which has been banned in the U.S. In the case of chemicals neither approved nor banned in the U.S., the USDA would have to determine whether the use of such products constituted adulteration of meat. USDA would be able to use data developed in the exporting nation to make its evaluation of potential danger from residues.

Swan said the English amendment does not contain provisions which have been considered non-tariff trade barriers by critics of other inspection legislation. He said that the amendment has had extensive legal review and that it should not trigger trade retaliation.

It has the same thrust as the NCA-supported Melcher amendment to the Senate farm bill—but with some modifications.

"Under the English amendment," he said, "standards for imported meat could not be less stringent than those for U.S. meat. If use of a given product in the U.S. is considered unsafe for the American public, then its use in producing imported meat obviously should not be considered safe."

Coming Events

Oct. 10—Erdmann Angus Ranch "Super Bowl IV Sale, Wetonka, S.D.
Oct. 19—von Forell Hereford Big Bull Sale & Volume Bred Heifer Sale, Wheatland, Wyo.
Oct. 20—Adams Bros. & Co. Super Slammer Spectacular Hereford Sale, Kilgore, Neb.
Oct. 21—Mort White & Son Annual Hereford Production Sale, Robertson, Wyo.
Oct. 22—Brown Hereford Farm, Moulton, Iowa
Oct. 22—Check Point Ranch First Polled Hereford Production Sale, Huson, Mont.
Oct. 22—Collier Diamon C 5th Annual Fall Production Simmental Bull Sale, Stephenville, Texas
Oct. 22—Coleman Cattle Co. Complete Simmental Females and Herd Bull Dispersal, Grafton, N.D.
Oct. 22—Nielsen Ranches Black Limousin Sale, Draper, S.D.
Oct. 22—Sondrup Cattle Co. Annual Hereford Production Sale, Yoder, Colo.
Oct. 23—Kansas Texas Longhorn Assn. Royal Texas Longhorn Sale, Wichita, Kan.
Oct. 24—2nd Annual Sims Sonanza Gelbvieh Sale, Seminole, Okla.
Oct. 24—San Juan Basin research Center 4-Corners Bull Sale, Hesperus, Colo.
Oct. 26—Budd Hereford Ranch Annual Sale, Big Piney, Wyo.
Oct. 26—Mill Creek Herefords Production Productivity Sale, Alma, Kan.
Oct. 26—Harold Sidwell, Inc., Annual Hereford Production Sale, Carr, Colo.
Oct. 27—Roubedeau-Risinger Joint Simmental Production Sale, Gering, Neb.
Oct. 28—D & S Grange Cattle Co. Sale, Fairview, Okla.
Oct. 28—Lewis Double E Herefords, Athol, S.D.
Oct. 28—Schroeder Cattle Co. Hereford Sale, Palisade, Neb.
Oct. 28—Southwest Wyoming Hereford Assn. Sale, Kemmerer, Wyo.
Oct. 29—Pompadour Hills Ranch Limousin, Thedford, Neb.
Oct. 30—Sauman Ranch, Inc. Charolais Production Sale, Carpenter, Wyo.
Oct. 30—Sky Hi Cattle Co. Club Calf Sale, Sterling, Colo.
Oct. 30—Schroeder Cattle Co. Hereford Production Sale, Palisade, Neb.
Oct. 30—Texaco Ranch Special Invitational Stocker and Feeder Auction, Bullalo, Wyo.
Oct. 30—YO Ranch 2nd Annual Texas Longhorn Production Sale, Mountain Home, Texas
Oct. 31—Red McCombs Ranches 2nd Annual Texas Longhorn Production Sale, Johnson City, Texas
Oct. 31—Odie Cumberlin Video Auction, Denver, Colo.
Oct. 31—On Top Charolais Sale at the Henderson's Big H Ranch, Castle Rock, Colo.

WORLD CHAMPS—World champion Quarter Horses were paraded before a large crowd at the Matlock and Carol Rose World of Champions Sale in Gainesville, Texas. Over two million dollars were gathered in on some of the top cutting horse prospects in the country. (Staff photo by Lee Pitts)

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EDITORIAL — Lori Morgan, 22, has been named an editorial assistant for the Quarter Horse Journal. She is a 1981 graduate of the University of Southern Colorado with a Bachelor of Science Degree in mass communications, and an Associate of Arts Degree in business administration.

Cattlemen's Assn. backs amendment

Identical inspection standards should be required of foreign meat as those required of domestic meats says the president of the Independent Cattlemen's Assn.

Roy Wheeler of Pleasanton, Texas, says his group strongly supports an amendment to the 1981 Farm Bill requiring all meat products imported into the U.S. to be "subject to the inspection, sanitary, quality, species verification and residue standards applied to products produced in the U.S."

The amendment, sponsored by Senator John Melcher of Montana and co-sponsored by Senator Lloyd Bentsen of Texas, was passed unopposed in the Senate version of the farm bill.

Wheeler pointed out American consumers can't protect themselves from foreign beef because it is co-mingled with domestic beef. Adequate meat inspections must be made of both domestic and foreign products before they reach the American public.

The proposed legislation could relieve an inequity American cattlemen have been burdened with for years, Wheeler says.

"The present standards our own beef must meet are stringent and costly to American packing houses," Wheeler says. "Some small slaughter houses have been forced to close their doors rather then make the expensive changes required to process meat. If this is the price we must pay for the high quality meat Americans demand, then these standards must be imposed equally."

Cal Poly conducts video tape auction

(Continued on page 1)

gressive here, for one thing," said Dail. "The inconvenience factors of taking time off, travel and transportation are the main reasons why this auction was set up in this area. It's too difficult for these ranchers who would like these bulls to get away to San Luis Obispo to bid. The bulls are at the opposite end of the state."

Whatever the reason, buyer response at the Altruas end was overwhelming. In fact, just over ¼ (27 to be exact) of all the bulls offered through the video sale would be sold to buyers on the Altruas end. And buyers at the video end were not cheated in any way.

"These are the cream of the crop bulls, selected and performance tested from 250 bulls from ranches all over. Only the top 100 went through the auction," Dail emphasized.

Cal Poly guarantees the bulls and will deliver them free to the Modoc Livestock Auction Yard in one days time. The bulls will be tested for brucellosis and tuberculosis before the buyer ever gets them. In addition to reproductive and general soundness, any bull sold has to be in the top 40% in a gain test that ended Sept. 18. Each bull is sold with Beef Improvement Federation ratios for yearling weight, weight per day of age, and average daily gain. Other information available to cattlemen included age, fat probe, scrotal circumference and hip height.

Dail noted, "Since this is the first video bull auction here and only the second in the world (the first one was held in Iowa last spring) we really didn't know how many people to expect. But as things turned out, the sale set a world record not to mention giving the new world of video bull sales a good name."

Numerous video feeder sales have been held. And Dail thinks video marketing of breeding animals will be the trend for the future. The method is also useful for the rancher who has seen an animal but can't return to the location where it's going to be sold, as in another state.

Dail also pointed out and cautioned how important it is to judge the integrity of the source of breeding and sponsors of the sale before considering a video purchase.

This unique video setup of the California Polytechnic University and performance tested program are under the direction of Frank Fox, beef cattle specialist at Cal Poly, and Dick Birkett of the Animal Science department at Cal Poly.

The Cal Poly Performance Tested Bull Sale is annual, and this year's sale was sponsored by the Modoc County Cattlemen's Assn., Lassen Production Credit Assn., the Modoc County Farms Bureau, Modoc Livestock Auction, Buena Vista Cattle Co., and the Bank of America, Altruas.

Plaintiff date set for suit response

(Continued from page 1)

the Food Marketing Institute and the National Provisioner.

Following the plaintiffs' Dec. 21 deadline for response, the defendants have until Jan. 10, 1982, to reply. A hearing on the motion could be held in February or March, attorneys said.

Judge William Taylor Jr. will preside over the case, which has been filed in Dallas in the U.S. District Court for the northern district of Texas.

Cattle movement to occur after 1st frost

(Continued from page 1)

and Texas farmers with wheat pasture prospects has started to increase and should increase more as the harvest is completed, Sorrel said.

The peak movement of wheat-pasture cattle will be in the next two weeks, Hummel said. Calf prices should be about steady with this week's prices, he said, because of the wheat pasture demand and plentiful feed.

Calf movement may not be as large as a year ago since feed costs are low, Price said. Producers may wait until spring for improved prices.

If the cow-calf producer keeps more calves through the winter, Hummel said, the supply of yearlings in March and May will be more than adequate for demand.

If feeder cattle marketings are bunched into three weeks, feed cattle marketings could be bunched as well, creating price pressure next spring, Hummel said.

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3. Arizona National Exhibitors have first preference.
4. Arizona breeders have next preference.
5. Nominations will then be accepted in the order in which they are received.
6. Nomination fee will be $75 per head, non-refundable, but substitutions will be allowed for adequate reason. Additional sale expenses will be based on a pro-rated basis not to exceed an additional $75.
7. Entries must be accompanied by a correct certificate of registration or recordation and a signed transfer, plus short footnotes if desired (The sale committee reserves the right to edit footnotes).
8. NOMINATION DEADLINE: NOVEMBER 1, 1981
9. Bulls must have been calved no earlier than Jan. 1, 1979, and no later than Sept. 30, 1980.
10. Bulls must be registered or recorded in their respective breed associations.
11. Bulls will be carefully screened by a committee for: soundness, good foot and obesity. Entry fees will not be returned on screened bulls.
12. Bulls need not be hoof broken and shall not be fitted.
—Preliminary Nomination Form — — Clip & Mail To:—
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I/we hereby nominate the following unfitted commercial bulls for the Arizona National All Breed Bull Sale to be held Friday, January 8, 1982
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Owner/Operator _____ Phone _____
Address _____
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House Bill 1228 provides other interest rate ceilings

With fluctuating and occasionally high interest rates in the offing, borrowers should be aware of recent Texas legislation releting to interest rate ceilings.

House Bill 1228, dealing with permissible interest rate ceilings in Texas, became law last May 8 and provides alternative interest rate ceilings that apply to almost all types of loans. Exceptions include loans for mobile homes and home solicitation transactions.

The law allows creditors (lenders) to choose an interest rate allowed by a weekly, monthly, quarterly or annual ceiling, points out Dr. Ashley Lovoll of Stephenville, economist with the Texas Agricultural Extension Service, Texas A&M University System. This rate is calculated for each of the time periods on the basis of weekly auction rates of U.S. treasury bills.

An example of a recent interest rate based on this new legislation is as follows: a 24% interest rate applied for the weekly rate for Aug. 24-30, for the monthly rate for August, for the quarterly rate for July 1-Sept. 30, and for the annual rate for July 1, 1981-June 30, 1982.

In this example, borrowings for personal, family, household or agricultural uses would be subject to a 24% per annum maximum rate. Credit in excess of $250,000 for business, commercial, investment and similar uses would be subject to a 28% per annum limitation.

The state interest ceiling law does not affect federal preemptions for agricultural loans, notes Lovell.

Regarding the provisions of this new law, the economist notes the following items for agricultural producers:

•The law applies to variable rate loans.

•A monthly ceiling is available only in variable rate contracts.

•Once a creditor has chosen a ceiling rate, such as the weekly rate, for a particular contract, he can not change to another ceiling rate during the life of that contract.

•Applicable rules of the law to a specific situation depend on whether an open-end account or a closed-end contract is involved. An open-end account is a typical charge account or a revolving loan agreement.

• If the open- or closed-end loan is on a variable interest rate, the rate charged must not exceed the ceiling chosen for that agreement.

•Once parties have agreed on an interest rate, they are also considered to have agreed to any lesser rate that a creditor may elect or be required to implement, unless other arrangements have been made.

•Regarding an open-end account, once a fixed rate is elected for a quarter or a year, that rate may not be increased during the specified period.

•If a borrower refuses an interest rate increase on an open-end account, he has the right to pay off the existing balance, at the old rate and over the time period, under the same terms as prior to the rate change. However, additional charges to that account will be subject to the new terms.

•Applicable ceilings for renewals and extensions are the same as any other contracts negotiated at the time of the renewal or extension.

Monthly, quarterly and annual interest rate ceilings calculated by the Consumer Credit Commission are published in the "Texas Register," points out Lovell. Local financial institutions also have this information.

A more detailed explanation of this new interest rate ceiling legislation is available from the Texas Bankers Assn., 203 West 10th St., Austin, Texas, 78701. Include $1 for postage and handling.

Apprehension apparent among attaches:

Block tells conference to work for greater U.S. market access

Faced with a goal of marketing a record 1981 grain harvest, USDA Secretary John Block recently told a meeting of U.S. Asian agricultural attaches to work harder to obtain and maintain market access for U.S. products, within budget constraints.

USDA officials said 40 to 50 Foreign Agricultural Service (FAS) jobs would be lost through attrition out of approximately 850 positions in the FAS. As a result, apprehension was apparent among attaches attending the conference. Some USDA sources said continued budget cutbacks could seriously hurt market development for exports, the main goal of Block's Asian visit. The PL480 program of long-term, low interest credit is expected to be cut by $140 million.

Block told the attaches world marketing of grains and soybeans has become more competitive, partly because of ill-conceived embargoes that have encouraged other producer countries. He said the U.S. must work hard to sell abroad at a time of some softening of world demand.

The U.S. is very sensitive to access problems in two major markets, the EEC and Japan, he said.

Despite the recent decision by the EEC not to impose a vegetable oil duty, Block said the administration is considering a new strategy for dealing with EEC export subsidies. The U.S. must take a firm stand against the market disruption caused by EEC subsidized exports, he said.

All EEC policies which unfairly place U.S. exporters at a competitive disadvantage will be included in the new strategy, Block said, reports UCN.

Concerning continued access problems to Japan, particularly for beef and citrus, Block stated he would continue pressing the issue and will raise the subject in Tokyo in the next few days.

In South Korea, Block faced the issue of U.S. protectionism. He was asked by the Minister of Agriculture and Fisheries, Koh Kun to exercise his influence in lowering U.S. federal tariff rates for Korean mushrooms. The tariff has been criticized by agriculture and state department officials with Block on the market development tour.

South Korean textiles face import quotas in the U.S., but state department representatives said the two countries understand reasons for the situation.

Fallowed lands lose moisture in dry years

Summer fallow—when fields are left bare to conserve moisture for the next growing season—actually causes soil water loss during dry years, say two USDA soil scientists at the Northern Plains Soil and Water Research Center, Sidney, Mont.

J. Kristian Aase and Francis H. Siddoway used two precision weighing lysimeters to determine the amount of water lost from cropped and fallowed soil surfaces, during both wet and dry years. Fallowed soil retained about 35% of soil moisture from rainfall during summer in wet years, but in dry years, when water is more urgently needed, fallowed soils lost water.

Cropped and fallowed surfaces lost about the same amount of water until wheat was in the late tillering stage. In both wet and dry years. After the late tillering stage, wheat fields rapidly lost water compared to fallowed lands.

"Summer fallow might be replaced as the standard farming practice on the northern Great Plains with such conservation practices as reduced tillage, chemical fallow, or a 3-year rotation where only every third year fields are fallowed," says Aase with USDA's Agriculture Research Service.

"Fallow is practiced on about 30 million acres of the Great Plains each summer, in an attempt to conserve water and control weeds. Other practices specifically aimed at conserving water and protecting crops from excessive wind and stress, must be incorporated into farming practices on the northern Great Plains to insure successful crop production."

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Buyer pays $500,000 for ½ interest in certified Brangus

The sale of one-half an interest in a certified ¾ Brahman - ¼ Angus bull—for production of Registered Brangus—at a record setting $500,000 to Spring Creek Ranch, Searcy, Ark., has been announced by L.D. "Brink" Brinkman, owner of Brinks Brangus of Sisterdale and Kerrville, Texas, and the purchasers.

The bull, Bravo of Brinks T607K, is a three-year-old sire bred and raised by Brinks, one of the Brangus breed's most noted breeding establishments. The bull has been certified by the International Brangus Breeders Assn. of San Antonio for use in production of registered Brangus when he is bred to registered Angus cows. That mating produces a first generation registerable purebred Brangus.

The half-million dollar price for the half-interest is the highest ever paid either by private treaty or auction for an interest in a bull in the Brangus breed. Spring Creek Ranch also receives possession of the bull half the time.

David Meyer, chief executive officer and owner of Spring Creek Ranch, said the purchase of the half interest in the bull was "one of the best investments we could make in the future of Spring Creek.

"We had the choice of purchasing a quality herd sire such as Bravo for immediate production of quality Brangus, or we could devote 8 to 10 years of breeding for development of our own sire, as Brinks has done. Even then, raising a bull of Bravo's stature would be near impossible. Spring Creek's future appeared brighter by linking to the established Brink's program," he added.

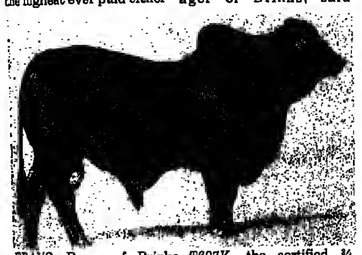
Glenn Brinkman, manager of Brinks, said Bravo's breeding was unique in that it carried a blend of American Brahman for substance and correctness with Indu-Brazil (another Zebu or "humped" breed) for cleanness, size and frame and breed character. The Angus portion, which provides maternal traits, traces to one of the Angus breed's oldest and better known bloodlines.

Bravo is son of the Brahman breed's only certified meat sire, H.Q.'s Rexcrate 456, the American Brahman Breeders Assn. 1974 National Grand Champion Bull, and is a grandson of Sugarland's Rexcrate 1-229/3, the highest ranked bull on the ABBA Register of Renown. He is out of a ½ Angus - ½ Indu-Brazil cow raised by Brinks.

The bull has excellent performance, weighing an actual 710 lb. at 205 days and an actual 1,115 lb. at 365 days. His three-year-old weight was 2,320 lb. He has clean lines with extra elevation and length, with ¾ blood characteristics. He is structurally correct with tremendous quarter, rump and bone carried on well-balanced feet and legs.

"The result is one of the most talked about and proved Certified ¾ blood bulls of the Brangus breed," Brinkman said, adding, "he is destined to become one of the breed's great influencing sires."

The Brangus breed is one of the fastest growing breeds in the American beef industry today because of its immediate contributions to changing standards within the industry. Those changes, primarily toward efficient production of quality lean beef at younger ages, provide new impetus to values of these ¾ Brahman - ¼ Angus sires, the owners agreed.



BRAVO—Bravo of Brinks T607K, the certified ¾ Brangus bull for which Spring Creek Ranch of Searcy, Ark., paid $500,000 for ½ interest and ½ possession from Brinks Brangus, Sisterdale, Texas, is the highest price ever paid for an interest in a bull in the Brangus breed.

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Technology aids meat processors

New food industry technology and adaptation of technological advances in other industries should help meat processors increase their efficiency in the 1980s, according to an industrial engineering expert.

Speaking to the American Meat Institute, Ihor Wysotsky, president of Tec Inc., Alsip, Ill., said industrial robots could be used to improve slaughter and product portioning efficiency. He also predicted increased use of computer-linked microprocessors by the industry to control weight, fat content and other composition factors in processed meat products.

Chicago tax lawyer, Lloyd Shefsky told the group that the meat industries will be able to take advantage of certain research and development provisions of new U.S. tax laws to reduce the financial risk of technological development.

Arden Walker, Iowa beef Processors' vice president for industrial relations, said meat industry relations with organized labor will be a key factor in future productivity.

He said labor unions historically have resisted changes in technology that have led to increased production efficiency. Walker said unions and management could become less adversarial without compromising the goals of either party.

In the interest of increasing industrial productivity, Walker said, the U.S. government needs to abandon the "no-labor-has-to-

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Houston says FSIS to study meat/poultry user fee policy

The FY 1983 budget package proposed by USDA to the Reagan administration's Office of Management and Budget (OMB) contains plans to study the feasibility of charging user fees for meat and poultry inspection, a USDA official said recently.

Donald Houston, head of USDA's Food Safety and Inspection Service, said these plans are something of a compromise between USDA officials and "strong forces within OMB" who disagree on whether such user fees would be appropriate.

Speaking at the American Meat Institute annual meeting, Houston said top USDA officials are against user fees for a mandatory public health program like meat inspection. However, he noted that some at OMB favor the idea of user fees as a means of recouping the cost of federal inspection programs.

Houston said the fiscal 1983 budget package calls for further reductions in the FSIS budget. That budget has already been the target of substantial cuts for fiscal 1982 and will be subject to an additional 12% cut recently requested of all federal agencies by President Ronald Reagan.

The additional 12% cut would mean a reduction of $40 million in FSIS' fiscal 1982 operating budget, Houston said. The cut would require FSIS to eliminate 1,900 meat inspector jobs, an action that would severely limit USDA'S ability to maintain its current level of inspection.

As previously reported by CNS, USDA intends to propose legislation that would give USDA authority to determine the frequency of inspection at processing plants. This would help ease some of FSIS' 1982 budget pressures. Under current law USDA must provide continuous inspection at processing plants, meaning that a USDA inspector must visit each federally inspected plant at least once a day.

Under this legislative proposal, the frequency of inspection at a given processing plant would be determined by three factors—the plant's ability to monitor its own production, the degree of risk inherent in the particular type of processing operation and the plant's history of compliance with USDA regulations.

Houston said plants operating under USDA approved quality control programs should be capable of meeting the monitoring criteria the proposal would set for non-continuous inspection. He said 36 plants nationwide now have USDA approved control programs.

However, Houston said FSIS expects the meat industry's interest in establishing quality control programs to grow and is concerned that interest might grow faster than FSIS' ability to provide technical assistance in developing these programs.

VOLUME BUYER—The volume buyer of bulls at the Jeffers Hereford Sale in Springer, N.M. was the Dunn Ranch represented by manager Bill Felts. The Jeffers Sale is unique in that the sale calves are weaned off their mothers the morning of the sale. (Staff photo by Lee Pitts)

Statistics bureau increase estimate

The Bureau of Statistics has increased its estimate of Australia's cattle herd to 26.18 million head, up 379,000 from the earlier estimate.

The latest estimate is down 3.9% from the previous year. The estimate is based on a survey of producer's cattle numbers, carried out March 31.

Preliminary figures released earlier this year put the herd at 24.8 million head. The increases since then were in New South Wales and Queensland, the bureau said.

Exchange studies futures contract

The Chicago Mercantile Exchange (CME) is studying a boneless beef futures contract, CME President Clayton Yeutter told the Meat Importer's Council of America in Chicago recently.

No details of the contract have been decided yet, Yeutter told the group. He said it has not been determined whether the contract will be for domestic or imported boneless beef, reports CNS.

The proposal remains under study by a CME committee and will not be available before 1983, Yeutter said. The CME will focus more attention on developing a eurodollar contract, which offers the potential for higher volume.

However, other sources at the meat importers' meeting said the contract could be proposed as early as mid-1982 to replace the New York Mercantile Exchange's imported boneless beef futures contract. Because of low volume, the NYME contract will become inactive after January 1982 goes off the board.

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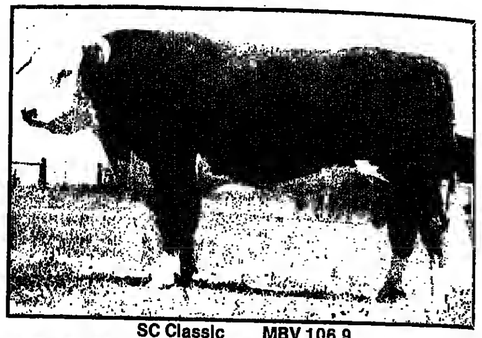

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Early beef negotiations out, says senior Japanese official

Although the U.S. effort to sell more agricultural products to Japan is one of major interest to the Japanese government, a senior Japanese official said this week that the U.S. should not expect too much from this week's bilateral consultations.

The meetings are "merely for exchanging views over the supply and demand situation on feed grain, soybeans and other farm products," Hiroya Sano, director of the ministry's economic bureau, said in an interview with Unicom News.

Sano heads the Japanese delegation to the annual meetings between USDA and the Ministry of Agriculture, Forestry and Fisheries.

The U.S. group will be led by Seelay Lodwick, USDA deputy international affairs secretary. Agriculture Secretary John Block will not attend the meeting but will confer with the head of the ministry, Takro Kameoka, and with foreign minister Sunao Sonoda and other Japanese officials during his Far East tour, according to the U.S. embassy.

Sano said "there's no formal request to us to buy more U.S. grain. I am aware that the U.S. . . wants us to increase stockpiling, but no discussion on that will take place" during the next meeting.

"We cannot tell private companies to store more grain, yet the ministry can do nothing under the austere budget" that featured zero growth in the ministry's spending, he said.

There are indications, however, the ministry is contemplating increasing the wheat reserve by up to 300,000 tons. The ministry has been informally urged by the U.S. to act to reduce Japan's ballooning trade surplus with the U.S., trade sources here said.

The government recently agreed to increase the national corn stockpile to 530,000 tons from 500,000 during FY 1981, which ends March 31, 1982. That quantity adds to 500,000 tons of stocks owned by private firms.

These sources shared Sano's view that private feed mills are in no position to increase their imports. Some mills are facing bankruptcy because of soring pork and broiler imports, primarily from the U.S.

"It's a pretty desperate cycle. If the U.S. wants us to import more grain, then it has to be modest with its meat exports. They cannot have both," said one feed mill source.

Sano said the time "is not ripe" for talks setting Japan's post-1983 beef and citrus imports. "I would think we can talk about it in late 1982" but "I am not sure whether it is going to be discussed multilaterally."

He indicated the ministry wants to negotiate the import quote for the two products only with the current suppliers—the U.S., Australia and New Zealand. He added that the quantities are up to various market fundamentals.

Although he refrained from commenting on the quantities, some trade sources said they would not be greatly higher than the existing levels—approximately 135,000 tons for beef. Orange imports are to be increased to 8,000 tons in 1982.

The issue of Japanese exports of subsidized rice may be a different story, and Sano said, "We are ready for a discussion on rice during next week's talks."

In fiscal 1981, Japan contracted to export 545,000 tons of rice, brown basis, all to South Korea, up from the 430,000 agreed upon informally by USDA and ministry officials in 1979.

Sano said Japan had received no other inquiries for rice exports from other nations so far, and he added that while "the U.S. may pressure Japan, it cannot criticize us because we seek prior U.S. approval" before exporting to South Korea and other nations.

"We will not commit ourselves not to export any more this year but on the other hand, USDA may not be able to give us the go-ahead for additional Japanese rice exports" in the face of strong complaints from U.S. rice millers, he said.

The U.S. millers reportedly have charged USDA has authorized Japan to export rice to South Korea beyond South Korean requirements. They also have said that no U.S. rice currently can be exported to South Korea because of the prospect of a bumper crop next year.

USDA voices concern over export disruptions

USDA officials and meat packers expressed concern about disruptions in meat exports to the European Economic Community, at the American Meat Institute (AMI) convention held recently.

The latest concern grew out of reports that the EEC had made changes unfavorable to U.S. exports in its third-country directives, Victor Berry, deputy administrator, meat and poultry inspection of USDA's Food Safety and Inspection Service, told the AMI.

However, USDA had no details on what the choges in the EEC directives were, Berry said. There would be more information available.

The EEC's third-country directivss set requirements for nations exporting meat and poultry to EEC member countries. Some of those directives have been viewed as non-tariff trade barriers designed to protect domestic EEC producers.

Berry also said USDA was monitoring a European Commission proposal to ban all use of hormones in livestock production because it would effectively stop all meat exports to the EEC. As reported earlier by CNS, that proposal is being studied and there will be no decision on it until 1982.

Another concern, the recent implementing of stricter exotic newcastle disease regulations that stopped U.S. poultry exports to the U.K., is another such non-tariff trade barrier, officials have said. Late last week the European Commission told the U.K. the new rules must be lifted to allow free trade among EEC nations.

However, Berry said, the commission probably lacked the enforcement power needed to carry through that ultimatum.

Another criticism of the EEC came from Chicago Mercantile Exchange President Clayton Yeutter, who accused the EEC of "flagrantly violating the GATT rules over and over again," during his speech to a meeting of the Meat Importers' Council of America.

Yeutter said the EEC are moving toward a major confrontation because of the EEC trade barriers, Yeutter said. The situation is becoming intolerable, he said.

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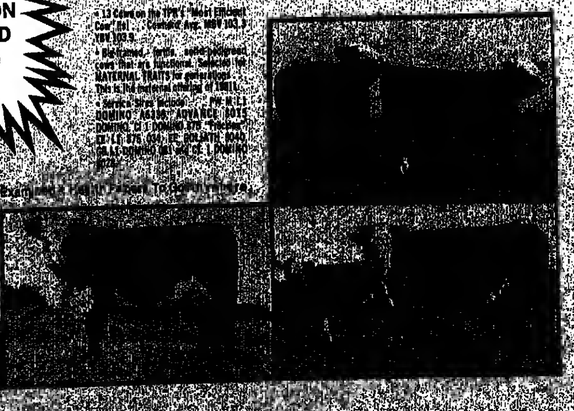

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ANGUS TOUR—Lots of people and good Angus cattle mixed well on the recent Midwest Angus Advance Tour through northwestern Iowa; southeastern South Dakota and southwestern Minnesota. The tour was sponsored by the Iowa Angus Assn. in cooperation with the American Angus Assn.

American Royal

Kansas City's annual American Royal Livestock, Horse Show and Rodeo begins Nov. 5 with continuous activities scheduled through Nov. 21.

Reserved seats range in price from $4 to $7.50 for rodeo and horse show events held in the Kemper Arena. There is no admission charge for livestock or horse shows in the American Royal Building.

American Agri-Women

Grand Rapids, Mich. will host the annual convention of American Agri-Women, Nov. 10-14, at the Marriott Hotel. Theme of the convention is: "Free Enterprise—Agriculture's Strength; Agriculture—America's Strength."

The convention is open to all those interested in food production and distribution. For more information, contact your local Cooperative Extension Service which has been informed about the convention or write AAW Convention, Box 215, Sparta, MI 49345.

Devon Cattle Assn.

Camille Hoyt, Devon Cattle Assn. secretary, announces that the association's board of directors will meet Nov. 6-7 in Uvalde, Texas. Meetings will be held at the association's new offices, located in the First State Bank of Uvalde. Committee meetings will take up the agenda on Friday. The board of directors meeting will be held on Nov. 7.

All Devon breeders should make plans to attend these activities. For more information contact: Devon Cattle Assn., Inc., P.O. Drawer 628, Uvalde, TX 78801, 512/278-2201.

OFFICERS—The Kansas Junior Livestock Assn. held their annual meeting at the Kansas Junior Livestock Show in Wichita recently. Election of officers and directors highlighted the meeting with the following individuals selected for the coming year: Bob Dahoff (left), secretary/treasurer; Lori Riffel, reporter; Scott Barrows, western director; Gragg Stewart, central director; Shad Marston, vice-president; Kent McCune, president.

C.S.U. Cooperative Extension Service

A two-day sheep-shearing school will be held Oct. 23 and 24 at the Morgan County Fairgrounds in Brush, Colo. Sponsored by the Colorado State University Cooperative Extension Service, the shearing school will be conducted by Charles Swalm, four-time national shearing champion.

Registrations for the shearing school must be received at CSU by Oct. 5 Anyone 15 years old or older may apply. The $27.50 registration fee must be submitted with the registration form, which can be obtained from extension agents and vocational agriculture instructors. Only the first 24 registrations received will be accepted.

National Pork Producers

Porkettes from across the nation will gather in Nashville, Tenn. to talk pork at the National Porkette Information Conference, Nov. 11-13.

The conference, which is held every other year, is designed to update Porkettes on projects, industry developments and approaches they can use to more effectively reach the consumer with pork information. For more information and registration materials, contact NPPC, Consumer Affairs Dept., P.O. Box 10383, Des Moines, IA 50306, 515/223-2600.

North American International

The complete schedule of events for the 1981 North American International Livestock Exposition (NAILE) has been announced. Harold Workman, general manager of the expo, said the two weeks (Nov. 7-21) exposition will again feature show and sale events for beef, sheep, swine, dairy and Quarter Horses. Total premiums for all events at the 1981 North American International Livestock Exposition will hit an all-time show record of over $300,000.

For further information contact: Claude L. Brock or Linda L. Kalvar, Ag Associates, Inc., 756 South First St., Suite 200, Louisville, KY 40202, 502/584-8060.

American Junior Hereford Assn.

The 17th annual American Junior Hereford Assn. convention will climax another progressive year for the world's largest youth beef breed organization on Nov. 6-8 in Kansas City, Mo.

The convention will deal with leadership development, national officer elections, national contests, activity planning, and recognition of outstanding accomplishments in the last year.

Reservations to attend the awards banquet Sunday, Nov. 8, 6:30 p.m., Ramada Inn Central, Kansas City, Mo., can be obtained by calling the American Hereford Assn. Youth Department, 816/842-3757.

Grand National Expo

Prominent ranchers from throughout the West will congregate at the Cow Palace on Thursday, Oct. 29 for Cattlemen's Day—an annual feature of the Grand National Livestock Exposition, Rodeo, and Horse Show this year being held Oct. 23-Nov. 1. Highlighting the festivities will be the honoring of the Livestock Man of the Year, named by the California Chamber of Commerce for contributions to the state's livestock industry.

For more information on Cattlemen's Day, contact the Cow Palace Livestock Dept., P.O. Box 34206, San Francisco, CA 94134, 415/469-6071.

HOSTS—Pictured here are hosts of the Black Hills Angus Assn. Tour with guest speaker Dick Spader (far left), executive vice president of the American Angus Assn. The tour drew more than 125 people to view cattle from five Angus operations in southwest South Dakota.

Professional Ag Workers

Dates for the 55th annual conference of the Professional Agricultural Workers of Texas have been announced for Oct. 27-28 in Corpus Christi at the La Quinta Motor Inn.

The conference program will include a number of key speakers, tours of the Corpus Christi and Kingsville areas, other planned activities, an annual business meeting and election of officers.

The professional organization is open to all career agricultural workers and provides an opportunity for members to update knowledge and skills while working jointly on common concerns.

N.D. Stockmen's Assn.

Kenneth Schmidt has been named chief brand inspector of the North Dakota Stockmen's Assn. in Bismarck.

The appointment is effective immediately. Schmidt replaces Bob Radke, who resigned in July.

Norgren Beef Builders—
Bred to Meet Your
Standards

Norgren Beef Builders Sale

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Sale 12:30 p.m.

Friday, November 6

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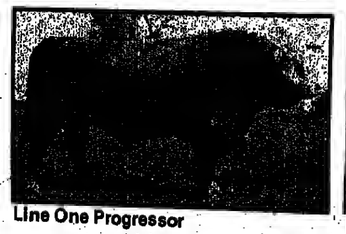

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NMSU College Ranch study tries pumping water with sun

Windmills have been part of the landscape for about as long as anybody can remember. New Mexico is the perfect place for windmills, most of the time.

They are mechanical contraptions with lots of built in creaking and groaning, but they're fairly reliable. They can be set up in remote areas and will operate without much attention for long periods of time. If the well isn't too deep, they are fairly efficient.

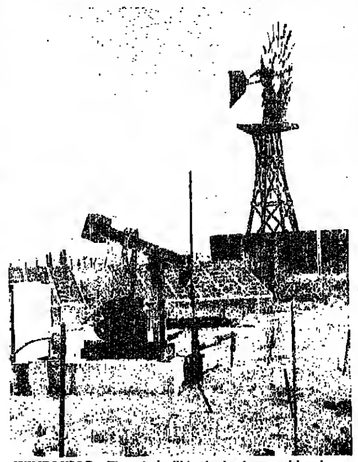
The real trouble with windmills is that they stop working when the wind stops blowing. It seems like the wind is always blowing in New Mexico, but the spring tempests fade to a breeze and finally to a whisper by June, July and August.

Day after day can pass in New Mexico's summer months when the wind isn't blowing hard enough to turn a windmill. Unfortunately, that's when livestock need water the most. And that's where windmill technology comes apart; the wind is free power until it stops blowing.

If there's anything New Mexico has more of than wind, it's sunshine. The state averages 350 days a year with sunshine.

Charles Hohn, Extension water resource specialist for New Mexico State University, said, "We can count on 500 to 600 minutes of sunshine every day, and we can convert that directly to horsepower with photovoltaic cells."

"Maybe the biggest bonus for the farmer and rancher is the fact that our summer days can stretch almost to 14 hours—840 minutes—when cattle need water the most," he said.



WINDMILLS—The windmill in the background has been replaced with the solar-powered pump jack in the foreground. The experimental project has been set up on the NMSU College Ranch and may be the forerunner of similar systems that will be common to ranches in the future.

Hohn isn't talking about the future. While he's describing how photovoltaic cells work, he's leaning against a 50,000-gallon water tank that is kept full by a solar-powered well pump. The experimental project is on the NMSU College Ranch about 20 miles north of Las Cruces.

"Electrical technology started out with direct current, but got switched over to the alternating current most of us have been living with for the past 75 years. But to take full advantages of solar power, we're going to have to go back to direct current again," he said.

Photovoltaic cells convert sunlight directly to direct current (DC) power. One photocell doesn't produce much electricity, but there are no moving parts. No creaking and groaning, nothing to break or wear out.

The experimental project is based on an array of 157 photovoltaic panels, each containing about 20 three-inch circles of silicon. In the middle of a sunny day, its peak out put is about 60 volts at 20 amps, or about one and a half horsepower.

The power is put through a switching panel, a box full of batteries, and finally reaches a one-horsepower motor that drives a pump jack through a belt and pulley.

Hohn said, "We're losing some power with this up-and-down pump arrangement we have here, and through the pump's gearbox, but we're pumping water without wind."

The idea of pumping water with sunshine has been around for several years, and the technology to do the job has been around for a few years. The project on the NMSU College Ranch got started about three years ago.

When the water pumping project started, a flow meter on the outlet pipe bounced between five and six gallons a minute. "On an average 600-minute day, that's almost 3,000 gallons of water," Hohn said. "That will support 150 head of cattle—they drink about 20 gallons a day in the heat of summer."

Reno lab demonstrates new livestock fencing

"Barbed wire was hard to come by," said John Wall, with a New Zealand roll to his speech, as he described the development of a high tensile strength, smooth wire farm and ranch fence that had its beginnings, 1973, in New Zealand.

Wall talked about his fence as he drove posts and stretched wire at the University of Nevada's Main Station Field Laboratory in Reno. He was working with John and Bill Warren of Reliable Fence Co. in Sparks, who, along with Koppers Co. of Pittsburgh, Penn., were donating the fence to the University. The work was done in mid-September.

"We're fencing about three acres here as a sheep pasture," said Bill Warren, "for demonstration purposes. University scientists, as well as farmers and ranchers who visit, will be able to evaluate the fence relative to other fencing materials." The 10 strand, high tensile strength, smooth wire fence will have some strands electrified, not to keep the sheep in but to dog-proof it, and to "educate" some of the University's large breeding bulls for their cattle program in adjacent pastures.

"Electrifying those fences has proven very effective against predators like coyotes and dogs," Wall pointed out, "but you really don't have to electrify it for the bulls. That fence right there could withstand a force of nine tons, but if you put a little electricity along the top it helps wise the bulls up about up about fences."

According to Wall and Bill Warren the advantages of the smooth wire fence are numerous. They say it is relatively easy to build, and has been designed to be very easy to maintain. The wire used was developed by U.S. Steel, and has nearly twice the breaking strength of two-ply barbed wire.

More, the wire, said Wall and Warren, when stretched to the recommended tautness, has an elasticity enabling it to spring back to its original form after pressure on it has been released. "Each strand can withstand 1,200 lb. of livestock pressure or cold weather contraction without losing its elasticity," they noted. The smooth wire fence, too, has the advantage of being safer for animals over barbed wire. "You don't get the cuts and knicks with this kind of fence," Wall explained, saying, "a lot of hides everyday are rejected for prime leather because they have old barbed wire marks on them."

Wall, who is based in Pennsylvania, has been out in the West putting on workshops for the Koppers Co. on installation of the smooth wire fences. He is a native of New Zealand and first developed the fence there. He had driven as especially build pick-up truck with a post driver on it all the way from Pennsylvania. Both the Warrens said it was the best driver of its kind they had seen. It easily drove round, creosote treated wood posts into the Main Station field soils. It, of course, wasn't designed for rocky type terrain.

Post centers for the demonstration fence vary from 12' to 60'. Where there are longer spans, easily installed spacers are used.

"It sure makes a good looking fence," said Dr. Bill Vaught, State Cooperative Extension Sheep Specialist in the Ag. College at UNR, "now we'll have to see how it works."

SALES—Montana Silversmiths, designer and manufacturer of silver belt buckles and accessories, announced the addition of Peta Wiley to the Hou-Tex sales staff. Wiley will cover part of Houston and southwest Texas.

A big, powerful, stout son of the famed GENERAL II PATTON. He will make a top, top stock bull for the most critical!

A super 2/1981 son of GENERAL II PATTON, his dam a granddaughter of Farm of Wye. One of the top prospects to sell in 1981!

A powerful 2/1981 son of POWERLINE AGRESSO, his dam by MON REPOSA GOLD. He golden cross ... long, tall and correct. A super hard bull candidate!

GREEN MOUNTAIN ANGUS

GOLDEN-AGRESSO

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SELLING 70 LOTS

10 1981 Bull Calves • 50 1981 Heifer Calves • 10 Proven Brood Cows

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"Great Northern"

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PLAN TO JOIN US ON NOVEMBER 9th
AT OUR NEW LOCATION AT RYEGATE, MONTANA!

GREEN MOUNTAIN ANGUS
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A 2/1981 daughter of MON REPOSA GOLD, her dam by "Riverwacher". She will develop into a great brood cow.

A fantastic March 17, 1981 daughter of POWERLINE AGRESSO, her dam by Hoopmaker Baker. Her GMC. One of the greatest prospects to sell in some time!

A powerful 1/1981 daughter of POWERLINE AGRESSO, her dam by Green Mt. Great Northern 509. Style, eye appeal and balance and plenty of meat.

ROYALTY—Newly crowned Texas Angus royalty, who received their honors at the Texas Junior Angus Asan.'s field day in New Braunfels, were: Princesses Tina McKinnan (left) af Bedfard and Karla Berry of Keller, Quean Lezlie Brown of Groom, Princess Glenda Holt of Nnvasolo, and outgoing quesn D'Ann Downe, Hurst.

Ag Weather Service works to help farmers

Faced with ever-increasing costs and low profits, today's farmers and ranchars need every bit of help thoy can get. Having the latest weather information and how it relates to their operations can be a big plus.

Often this kind of information can give the farmer or rancher the slight edge he needs in making a sound management decision that can save dollars in his operation.

Agricultural Weather Service Centers of the National Weather Service try to give farmers and ranchers a helping hand in coping with weather-related mattsrs. Several such centers, formerly called Environmental Studies Service Centers, are in operation across the U.S. One is located at Texas A&M University and serves Texas, New Mexico and Oklahoma.

Dr. Michael Flynn with the A&M Center described somo of the aervicas available to agricultural producers at a recent meeting of the Texas Section of the Americnn Society of Agricultural Engineers ot Texas A&M.

"We provide information to farmors and ranchers through raguinr agricultural weathor advisora for tho various areas of Texus and for Oklahona and New Moxico," explninel Flynn. "Wo use both agriculturnl dntn and weather ilntn in prepnring these advisnries.

"Fnr exnmple, wa combine certnin information about crops with such weathor infornmtion na nir and soil temparotnres, soil moisture, minfnll, evupornation, rolntive humidity, nnd dew formnlinn. Wo try to relats how vnrinus weather factors will nffect crop davelopment and certnin agriculturnl oporations, such ns pinnting, fertilizing, spreying, irrigating and harvesting. In the arsos of livestock and poultry production, such factors as hent and cold stress can havo a big impact on operations," ho said.

Flynn noted that tho "degree-day 50 progrnin" in rice production is o primo exumple of how weathor information is combined with crop information to help farmers timo mid-seneon fertilizer applications for optimum yields. This program involves averaging high and low daily temperatures beginning at planting time, subtracting 50 degrees, nnd keeping s running total of the daily figures. Once this totnl reaches 1130 to 1150 units, tho crop is at the optimum etage for fertilization.

According to Flynn, agricultural weather advisories ero prepared daily and dissominated through NOAA (Notional Oceanic end Atmospheric Administration) Weather Radio as well se through commercial radio stations and radio networks, such as tho Texas State Agricultural Network. These ore gsnerally geared for noon radio programs although the information is used throughout tha day in mony instances.

With tho development of crop models using computer programs, Flynn said tho effects of weather on vnrious crops will become more predictetle in the future.

Congressmen endorse pseudorabies program

Congressmen Tom Horkin, Iowa, and Tom Hegedorn, Minnesota, have endorsel the hasic pseudorahies control program outlined by the Nationol Pork Producere Council in a letter to the subcommittee on livostock, deiry und pmitry following recent PRV hsarings.

In a letter to Secretary of Agriculture John Block, Herkin ond Hagedorn expressed their support for en eggressive research effort in close coordination with hog industry loadera oud called for an expansion of rosenrch funds to achieve the scientific bronkthrnughs necessary to obtain evontual control and eradication of PRV.

Harkin and Hagedorn called it "sheer folly" to seriously consider the eradicetion of PRV at the present time. "While we recogniza that there ara differences of opinion as to whether we can eradicate PRV with our prsent 'tools', thsre is no differenes of opinion with regard to the practicality of oradication without an indemnity program," they said.

The recommendations, as outlined by the Congresamen would withdraw or modify the current interstate regulationa to control PRV, allowing individual states to set their own regulations governing the movement of hogs.

"Current PRV regulationa ere unfair nnd can have a disasteroua effect upon this (purebred producer) segment of the industry. Wo ore convinced that the purebred swine industry is soriously threatened unless current PRV regulntiona are modified, atated Harkin and Hegedorn.

Further recommendations oxpreasod to Secretary Block would allaw a producer, who knows his herd has PRV, to buy breoding stock without having a negative test if he desires to do so. Howsver, provisions would also be made to protect both eeedstock end feeder pig herds, which do not have PRV, from rocaiving infected hogs. The Congressmen olso noted that in addition to NPPC, these recommendatlone have the support of the National Feeder Pig Murketing Assn. and the Nstionol Assn. of Swina Records, and believa this broad support could insure the eccoptance of such provisions.

In summarizing their recommendations, the Congreasmen reinforced the main elements of the NPPC letter in saying, "We bolieve that PRV control offorts, et thia time, must be on a state-by-state basis, with each etate establishing its own regulations to govsrn the swine movement. The USDA should essist and cooperate with individual states in developing control programs; however, the control of such programs should remain with the states and individual producera in those stntes."

Carson Rogora, chairman of the NPPC swino health committee expressed the industry's appreciation for the intensivo investigation and hoarings conducted by the Congressmon and for this expression of support to Secretary Block for tho PRV control efforta outlinsd by NPPC.

Harkin currently serves as Chairman of the Subcommittee on Livestock, Dairy and Poultry. Hagedorn is tho Ranking Minority Momher on that committee.

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Melvin Conlray, Manager
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HEREFORD, TEXAS 79045

NEW OFFICERS—1981-1982 officers of the 6,400 member American Junior Quarter Horse Aasn. were elected at the AJQHA World Championship Show and Convention. Front row left: Lisa Sellay, Tulsa, Okla., president; Brian Galbraith, Calgary, Alberta, Can., first vice president; Cathy Curtle, Pine Bluff, Ark., second vice president. Back row left: Donne Menker, Brookville, Ohio, ducretary; Kristin McKinney, Viselia, Calif., treasurer; and Laurie Platt, Carthage, Mo., reporter.

Beef consumption needs promotion

Although beaf continues to occupy a leading position in consumer demand, en aggressive promotion campaign is needed to combat a leveling off in consumption patterns, e meat industry executive said recently.

It ia a myth that America ia losing its taste for beef, National Live Stock and Meat Boerd Preaident John Houston told tha American Meet Institute meeting.

Consumer attitude studies conducted in recent yeare show that heef continues to be the preferred food and that, collectively, it still is viewed as a "heathful food", Houston said. However, he said current economic conditions have affected food consumption patterns.

Houston said one of the key problems for beef is the increaaed efficiency in processing and distribution of poultry, which ia competing for the consumer dollar. In 1950, when beef demand wea expanding, poultry was 80% of the price of beef and it now ia 30% of the price of beef, reports CNS.

Another major obstacle is consumer preference for low-calorie foods, Houston said. He said beef and other red meats have the imaga of being heavy foods, compared with fish end poultry.

In 1982, beef advertising objectives shpuld ba directed at consumers who already are frequent buyers of beef, Houston said.

Lightning strikes DMA Champ 300

DMA Champ 300, known in the Brangus breed aa the "Sire of Champions", waa struck by lightning, killing him on Aug. 20, 1981 in Purvia, Miss.

The bull, jointly owned by Heart of Texas Ranch, Houston, Texas; Diamond M Acras, Simonton, Texas; Great Southern Ranches, Purvia, Miss.; and Circle Bar Brangus, New Orleans, La.; has had tremeadous impact on the breed, siring numeroua champions in and out of the ahow ring, as well es literally millions of dollars worth of progency.

Champ's most noted sons include 1978 International Grand Champion Bull, DMA Champ 538; 1978 International Reserve Grand Champion Bull and International Futurity Grand Champion Bull, DMA Champ 700; and 1979 State Fair of Texas Grend Champion Bull, DMA Champ 718. Thesa herd sires have in turn produced winners in their own right, including 1979 International Reserva Grand Champion Bull, DMA Champ 538-767 (Aztec), and 1981 Internetional Reserve Grand Champion Bull, MLR Champ 620.

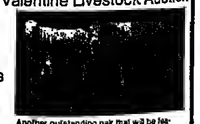
In just three production sales in May 1979 where the majnrity of the offerings were the get and service of Champ 300, the group everage was $5,800 on less than 184 lots.

Born in January 1973, Champ 300 was bred by Diamond M Acres.

BEEL CATTLE CO. LTD.
Commercial Simmental Cow Herd Dispersal Sale
Thurs., Nov. 5 • Valentine, Neb.
12:00 Noon CST
Valentine Livestock Auction

A ¾-blood Cezon bull representative of the Beel herd bulls. Twenty bulls will sell

The Sale Offering
575 Cows
120 Bred Heifers
540 Celves
20 Breeding Bulls


Another outstanding pair that will be featured on November 5th

120 2-Year-Old Simmental Cross Cows bred to Simmental cross bulls
85 3-Year-Old Simmental Cross Cows bred to Simmental cross bulls
180 4 to 7 Year Old Simmental Cross Cows bred to Simmental cross bulls
40 3 to 7 Year Old Simmental Cross Cows bred to ¾ blood Chianina bulls
60 3-Year-Old Hereford-Angus Cross Cows bred to Simmental cross bulls
80 Hereford-Angus Cross Cows bred to Simmental cross bulls
120 Bred Simmental Cross Heifers bred to Angus bulls
280 Simmental Cross Steer Calves—some era out of Chianina cross bulls

This Mollvator Chianina heifer cell is typical of the club calves to be offered.

280 Simmental Cross Heifer Calves including some Chianina crossea. All replacement quality. Approximately 25 heifere will be daughters of Zasou, Oil and Black Magic, eligible to be recorded as hell blood Simmental.
20 Simmental Cross Bulls most are from the Tetherow Cattle Co. herd and all have complete performence dele plua pedigree certificates.

A 3-year-old black baldy cow with Simmental calf. Sixty 3-year-old black baldy cows sell

All cattla will be available for inapecion at tha aala barn 4 to 5 deys prior to the sale.
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L.C. BEEL, Jr. 402/376-2384 402/376-2068

Auction Results

VERMILLION RANCH
ANGUS COWS
Billings, Mont., Oct. 6

279 cows.....$1,463

Auctioneers: Jim Baldridge; Ken Troutt

Tops. Vermillion L Lass 6123, 211076 by Emulous 2741 of SAR; H & H Angus Ranch, Kaldron, S.D., $650. Vermillion Lass 7009, 2/7/77 by Shoshone Beauman 4; H & H Angus Ranch, $4750. Vermillion Lass 7046, 1/27/77 by V Beaufort of Shoshone; Gartner-Genowh Angus Ranch, Sidney, $4500. Vermillion Lass 7206, 3/3/77 by CSU Rito 4114; H & H Angus Ranch, $4300. Vermillion Enchantress 7187, 2/25/77 by CSU Rito 4114; 36 Angus Ranch, Taylor, Neb., $4100. Vermillion Penny 6276, 3/3/76 by Bardoller COR 6; H & H Angus Ranch, $4000. Vermillion Lass 7037, 2/23/77 by V Beaufort of Shoshone; Kenneth Markaegard, Bucyrus, N.D., $3900. Miss VR Emulous 4245, 1/1/74 by Emulous 2741 of SAR; Jolly Roger Angus Ranch, Bell, $3700. Vermillion Lass 6174, 2/15/74 by Shoshone Beauman 4; Thomes Angus Ranch, Baker, Ore., $3700. Vermillion Lass 6374, 3/23/76 by Willabar Ringleader 95D; H & H Angus Ranch, $3700. Vermillion Lass 7334, 3/18/77 by FAR Mashall Pride A112; Absaldin Ranch, Meteetse, Wyo., $3600. Vermillion Lass 7216, 3/4/77 by Candian Revolution 170 71; 36 Angus Ranch, $3500. And, Miss VR Ellsenmere 5274, 1/17/75 by V Ellsenmere 0806; 36 Angus Ranch, $3500.

Another B cows returned $3000 or more per head. A lot of cows sold in the $1000 - $2000 per head range.

The event did not drew as large a crowd as one might have expected; however, the results were still tops for the trade area. It is perhaps a true test of value in that the sale moved a tremendous volume of purebred females.

This event has been promoted on a national basis, and it had been promoted well. It the market is off just a little, and it is off some on a nationwide basis... then the producer will do what this seller did today...he will sell the product for a little loss; but he will sell the product. The sale did draw interest form everywhere out West, and it turned over a lot of dollars for this seller.

—RALPH HEINEMANN

MATLOCK AND CAROL ROSE
"WORLD OF CHAMPIONS"
Gainseville, Texas, Oct. 2

103 lots.....$20,020

Auctioneers: Dean Parker and Ike Hamilton
Sale Mensger: Dean Parker

Tops. Occ N San, 4/20/79 by Peppy San; Associated Feedlots, Vancouver, British Columbia, $105,000. Reef Doc, 3/21/80 by Genuine Ooc; Reilly Ranches, Reluglo, $101,000. Miss Poco Meybella, 4/17/74 by Poco Tivio; Shelton Ranches, Kerrville, $61,000. Ces Lena San, 4/20/80 by Peppy San; Frank Morrill, Purcell, Okla., $50,000. Senalee, 4/21/70 by Peppy San; Dan Omstatt, Gallas, $45,000. Little Miss Jack, 3/20/72 by Two Eyed Jack; Phillips Ranch, Frisco, $45,000. Allotte Loot, 3/10/75 by Oil Loot; Karl and Patty Veitz, Grand Rapids, Mich., $41,000. Penlegayber, 1/26/66 by Gay Bar King; Owayne Stranahan, Mont. $40,000. Silver Sans, 2/4/77 by Peppy San; Mike and Sandra Price, Nacogdoches, $40,000. Limita Stargo, 3/28/69 by Oil Limita; Associated Feedlots, $36,000. Gay Bar's Wasp, 4/5/72 by Gay Bar King; Shelton Ranches, $37,000. San N Ooc, 4/22/61 by Peppy San; Charles Roos, Sulphur, Okla., $36,000. Bitsy Gay Bar, 4/10/65 by Gay Bar King; Dan Hergelt, Lafayette, La., $35,000. Miss Cactus San, 2/25/76 by Peppy San; Mike Price, $32,000.

Matlock Rose has ridden 5 NCHA World Champion cutting horses and holds most other records that could be won in the cutting horse arena. Rose is a master with a cutting horse and has also won national honors in both reining and roping. Perhaps no other man comes close to the accomplishments with working horses as Matlock Rose. Matlock's wife Carol is an accomplished horsewomen in her own right and together they have dominated the cutting horse business.

So it was no surprise that when they decided to stage a sale it would be a real barn burner. World Champion Stallions like Peponita, Peppy San and Zan Parr Bar were mated to champion mares and the offspring were some of the nicest horses this writer has had the pleasure of seeing.

Every last detail was taken care of prior to the sale. This was a class event and the results were well deserved.

—LEE PITTS

PIONEER SANTA GERTRUDIS
BREEDERS
Kerrville, Texas, Oct. 5

33 pelrs.....$5,697
14 heifers.....3,842
15 bulls.....10,613
63 lots.....6,466

Auctioneer: Gerald Bowie

Bulls. 9/276, 2/6/78 by SL&CC 2-426; Superior Land & Cattle Co., Houston, to Venture Farms, Thousand Oaks, Calif., $50,000. 9-60, 1/1/79 by 510; San Jose Cattle Co., Plassanton, to Rocking S Ranchns, Cotulla, $19,500. 1164, 2/3/79 by 711 Ranches 753; Wendt Ranch, Bay City, to J.L. Fylio, Birdsfield, South Africa, $16,500. 8/752, 4/2/76 by McDaniel 3/660; Cheparross Ranch, Uvalde, to Jus-Mor Cattle Co., Maxwell, $13,500.

Females. 61/9, 1/2/79 by Nine Bar Ranch 2506; Shelton Ranches, Inc., Kerrville, to Continental Ranch, Buckoye, Ariz., $22,000. 6-119, 3/3/76 by BL&CC 2-249; Superior Land & Cattle Co. to Venture Farms, $15,000. 8-176, 4/15/76 by 1-59; San Jose Cattle Co. to Venture Farms, $13,000. 6/50, 3/10/60 by C.A. McDaniel 2/762; Shelton Ranches to Venture Farms, $11,000. 8-137, 3/15/76 by SL&CC 2-249; Superior Land & Cattle Co. to Pat Welder Ranches, Victoria, $10,500.

Santa Gertrudis are now being used or have been used in 40 different countries, many of them originating from the herds of the sponsors of this premium sale. Those now are Briggs Ranches, San Antonio; Cheparrosa Ranch, Uvalde; Superior Land & Cattle Co., Houston; Connally Ranches, Floresville; El Colina Ranches, Gallas, La.; Paloma Ranch, Rivera; San Jose Cattle Co., Pleasanton; Shelton Ranches, Inc., Kerrville; Wendt Ranch, Bay City.

There were large groups of foreign visitors including more than 50 from Australia, 40 from Brazil and others from Mexico, and South Africa.

Volume buyer was Ventura Farms, investing $143,800 in 13 head. Sale average was $200 under last year, but more cattle were on offer. Ranchers described this year's crop and grass conditions to be among the best ever. Site for the sale was the beautiful Shelton Ranch, Inc., at Kerrville.

—DICK CROW

FALL BREEDER QUARTER
HORSE SALE
Sacramento, Calif., Oct. 4

66 lots.....$1,414

Auctioneer: Bill Letty
Sale Manger: Bill Smale

Top sellers. Husky Bar Corder, palomino stallion, 4/30/73 by Sug Bar; Five Oot Land & Cattle Co., Litchfield, to Gavid Magill, Fresno, $3500. Poco Cindy Burnett, dun mare, 4/14/71 by Poco Willy; Whispering Spirit Ranch, Perris, to John Nunen, Sacramento, $3100. Sunday's Sunrise, grullo mare, 2/18/73 by Tyson'a Haymaker; Frank Costa, Jr., Visalia, to Beverly Smith, Simi Valley, $2750. Honey Bay Bars, bay mare, 2/6/75 by Jim Bar Aranjo, Richardson's Triple Bfilt Ranch, Fowler, to Steve Thropps, Eagle Point, Ore., $2650. Sailpoint Jaci Chex, bay gelding, 3/25/75 by Fritz Dee; Dehle Pinelli, Kelseyville, to Alexander's Quarter Horses, Doo Paloo, $2650. Hoo Doo Skid Oo, sorrel stallion, 2/16/80 by Hoo Doo Rocket; Mrs. Joan Morton, Woodland, to Alexander's Quarter Horses, $2500. Jonny Whig, dun mare, 4/26/75 by Ricky Whiz; Ann Warden, Visalia, to Tri Lakes Quarter Horses, Burson, $2500. Olga Jim Bar, chestnut mare, 3/16/75 by Jim Bar Aranjo; Frank Costa, Jr., to Ben Higgins, Sonoita, Ariz., $2450. My Ty Bars, brown mare, 4/3/70 by TY R Bar; Jane Lesswell, Rocklin to Steve Thropps, $2400.

—DON DORIS

VICKERS—Mark Vickers has been added to the Hou-Tex sales staff et Montana Silversmiths. Vickere will sharo the north Toxae and Oklahoma area with Ann Neeley.

USDA says '80 crop corn good for reserve

About 97 million bushels af 1980-crop corn nra eligibla for entry into the feed grnin reserve announced recsntly by U.S. Agricultursl Secretury John Block, a USDA sourco euid.

The 97-million-bushel figurs comprises corn under loan which has not previausly been entered into a feed grain reserve, the source seld. USDA officiels estimate that about 70 million bushels of the 1980-crop corn will actually be entered into the new reserve. There were 189.5 million bushels of old-crop corn in the reserve on Sept. 30.

Only 1980-crop corn currntly under o Commodity Credit Corp. loan cnn he sntored into tho reserve, the sourcos seid. Corn that wae previously under loun but hae sinca heen redoomed is nst eligiblo, ond neither is corn that has previously been in e reserve.

For exanple, if a farmer had e total of 20,000 buahels of 1980-crop under loan which hna been redeemad, the former would ba allowed to onter only tho remaining 10,000 bushols of 1980-crop corn into tho naw reserva, Tom Hommer, deputy undersecretary for international affairs and commodity programs told CNS.

To attract participotion in the reserve program, USDA is using three incentive meaaures: a $0.15% per bushel increase or "premium" on the regular corn loan rote of $2.40, an odvence storago payment of 26.5 cents par bushel and a weiver of interest cherges on the rasarve loan after the first year.

Under the progrnm, furmers accept thiose incentives in return for keeping their grein off the morket until prices riso to a trigger level, or tho three-year reserve loan oxpires.

The trigger price of $3.15 por bushel for corn matches the full cost of production, e USDA officiel said. When the average market price reeches that lovel producers can take their grain out of the reserve.

100 Big Budd Bulls
Sell Monday, Oct. 26
At the ranch, Big Piney, Wyoming
20 Brad Heifers
For Sale at Private Treaty
Size, Frame, Performance, Carcass Quality, Feed Efficiency—
All Good Reasons for Buying a Big Budd Bull,
All Bulls Fertility Tested.
The most impressive set of bulls we have ever offered.
Lunch 11:30 a.m. – Sale 1 p.m.
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BIG PINEY, WYOMING 83113
Joe and Ruth Budd, 307/276-3657 or 276-3421
Gary and Nancy Espenscheid, 307/276-3632
Jim Ziska, Herdsman, 307/276-3479

The 2nd Annual Red McCombs Texas Longhorn Production Sale
Saturday, October 31, 1981 at the Ranch Johnson City, Texas

The Offering
70 Lots of McCombs Texas Longhorns plus select outside consignments.
The Sale will feature 10 "Top of the Crop" heifers selected as the best in the herd. They will sell bred to Hondo's Redmac. Most of the cows in the sale are carrying Hondo's Wichita breeding.

Schedule of Events
11:00 am Bull Futurity Judging
12:00 Noon Lunch
1:00 pm Bull Futurity Sale
1:30 pm The 2nd Annual Red McCombs Production Sale
Immediately following the sale will be the Sale Party, a fitting end to an afternoon of fun in the beautiful Texas Hill Country.

Auctioneer Eddie Wood

For additional information and catalogs, call Suzy Thomas 512/349-4949
RM
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P.O. Box BH003
San Antonio, Texas 78201
512/349-4949
Plan to attend the YO Ranch Production Sale, Friday, October 30th.

EDITOR'S NOTE: "Mind Your Ag Business" appears in WLJ the third week of every month. Martha Williams is the editor of Crow Publications, Inc.'s "Women's Ag Business Review," a twice-monthly newsletter which focuses on economic, business, consumer and legislative concerns of interest to women in agriculture.

By MARTHA WILLIAMS

One of the best breaks for farmers and ranchers in the 1981 Economic Recovery Tax Act (ERTA) is the change in what was called under the 1976 law the special use valuation. In what is apparently an effort to disclaim end "special" breaks for segments of the taxpayer population it's now called current use valuation.

Generally, when real property is valued for an estate it's figured at "highest and best use." Obviously, as urban areas encroach on prime farmland, highest and best use can mean a potential shopping center or housing development. So, the 1976 tax law allowed a special use valuation if certain conditions were met. Those conditions were extremely restrictive and complicated, but the 1981 law has made modifications that mean everyone who wants to keep a ranching operation in the family should seriously consider implementing this current use valuation.

Since the 1976 law became effective only slightly over 3000 estates have used this method to reduce the tax owed, but the discounts from fair market value have averaged about 60%.

Under the new law the maximum amount by which a taxable estate can be reduced by using current use valuation is $600,000 for 1981, $700,000 for 1982, and $750,000 for 1983 and subsequent years. The old limit was $500,000. NCA and other farm organizations pushed hard for a $1 million ceiling, but Congress balked at the projected revenue loss.

Generally, the property must have been owned by the decedent or member of decendant's family for 5 of the last 8 years prior to death. Now the pre-death qualified use requirement can be satisfied by either the descendent or the decendant's family, retroactive to Jan. 1, 1977. And, the new law redefines family to include a person's spouse, parents, brothers, sisters, children, stepchildren, and the spouses and lineal descendents of all those.

Further modification allows net share rentals to be used in the formula valuation method when no cash rentals are available. And, timber qualifies as real property for this special use valuation.

Material participation, which was a sore point under the old law, has been re-defined. Now an estate can qualify for special use valuation even if the deceased owner became permanently disabled or was the recipient of social security payments.

The new law also shortens the recapture period from 15 years to 10. This provision essentially says that all or a portion of the estate tax benefits attributable to the special use valuation are to be recaptured if the property is disposed of to anyone other than a family member, or the operation is no longer used for farming, within 10 years of the owner's death. Another break under the new law is a grace period of two years from the time of owner's death until other family members actually have to take over.

All these changes generally go into effect for estates of persons who die after December 31, 1981. The executor of the estate makes the election to use this provision of the new tax law, but obviously, because of the complexity of the law, advance planning can be particularly helpful. There are some 23 technical changes, and some are retroactive to 1977. Note that any refunds have to be applied for by February 1982, so if you think any of the changes may apply to your situation get your accountant busy researching so you won't miss that filing date.

As always, with complicated tax regulations like this you need expert advice. The experts are hustling to interpret this one. But, it's a provision that can save a family ranch for your kids and grandchildren, so it's worth being sure they understand the requirements and options.

Directors approve AMI/NMI merger

The board of directors of the American Meat Institute recently approved a plan to merge with the National Meat Assn., an AMI spokesman said.

The NMA's board of directors will vote on the merger Oct. 21.

Species I.D. Policy will force domestic testing

USDA will be forced to establish a species monitoring program for domestic boneless meat to head off allegations that its new imported meat species testing requirements are an artificial trade barrier, a USDA official said recently.

Speaking at an American Meat Institute meeting, Donald Houston, head of USDA's Food Safety and Inspection Service, noted that USDA recently announced it would require the 17 countries exporting meat to the U.S. to implement species testing programs. That announcement came in the wake of the discovery that other meats had been substituted for beef in some Australian meat shipments to the U.S.

When the exporting countries have implemented their own species testing programs, USDA will embark on a monitoring program under which it will conduct species tests on about 2,000 samples of imported meat per year, Houston said.

Houston told CNS that USDA could begin a species monitoring program for domestic meat as early as next January.

Houston said the species testing and monitoring program will be conducted by FSIS' microbiology division. The cost of the programs may prevent FSIS from doing microbiological testing in other areas.

ANNOUNCING

Over 800 head of Canadian Herefords selling November 5-14

November 5
BAR PIPE FARMS
25 Bull Calves
27 Bred Two-Year-Old Heifers
Okotoks, Alberta

November 6
BLUME RANCHES, LTD.
45 Bulls
45 Bred Heifers
Castor, Alberta

November 7
B & H HEREFORD FARMS
200 Head
Bred Yearling Heifers
Bred Two-Year-Old Heifers
Yearling Bulls
Bred Cows
Millet, Alberta

November 9
LRD HEREFORDS
18 Bull Calves
18 Yearling Bulls
40 Bred Heifers
Innisfail, Alberta

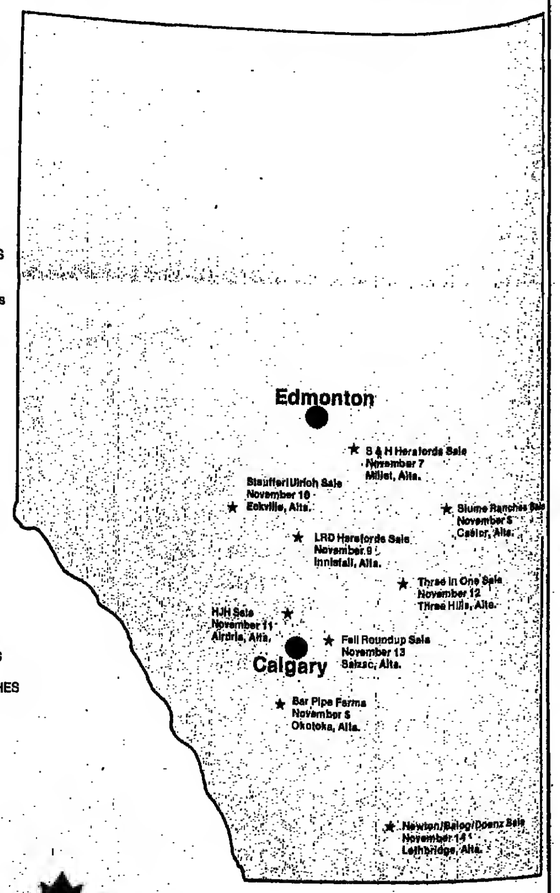
November 10
STAUFFER FARMS & ULRICH HEREFORD RANCH
20 Yearling Bulls
8 Calves
48 Bred Females
Eckville, Alberta

November 11
HOLE HEREFORD FARMS
JONES CIRCLE V RANCH
HANSONS BELL L RANCHES
72 Yearling Bulls
58 Bred Heifers
Airdrie, Alberta

November 12
EVANS, GARSON & SOMMERVILLE
50 Females
20 Bulls
Three Hills, Alberta

November 13
FALL ROUNDUP SALE
JONES, BUSHFIELD, SHEEHAN & EVANS
39 Yearling Bulls
23 Bred Yearling Heifers
Balzac, Alberta

November 14
NEWTON, DOENZ & BALOG
2 Two-Year-Old Bulls
15 Yearling Bulls
12 Bull Calves
12 Heifer Calves
35 Bred Yearling Heifers
16 Bred Two-Year-Old Heifers



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LEG OF LAMB—With seasonally high production on fall lambs which are currently going to market, October, November and December are good months for serving fresh American lamb. Supermarkets will be featuring lamb in wide varieties in upcoming weeks, and consumers will be able to reap the benefits of high quality, good quantity and reasonable price. The American Sheep Producers Council is always available as a source for creative, delicious recipes and ideas. Shoppers can contact the ASPC at 200 Clayton St., Dept. 10 Z 1, Denver, Colo. 80206.

Import reduction worries Australia

Australian Primary Industry Minister Peter Nixon recently expressed concern about declining Japanese beef imports, while urging Tokyo to open its markets for Australian citrus fruit.

Nixon, visiting Tokyo on a world tour to explain new measures to prevent repetition of the recent Australian meat substitute scandal, met with Takao Kameoka, Japanese Minister of Agriculture, Forestry and Fisheries (MAFF).

Nixon said at a news conference the Australian government assured Japan that meat substitution cannot occur again in its export trade.

Nixon said he discussed with Kameoka Australia's concern about its declining share of Japan's beef imports, telling Kameoka Japan appears to be preferring U.S. high quality beef at the expense of Australia's lean, chilled beef.

Nixon said Kameoka told him that the situation was caused by over abundant dairy beef supplies here and the imbalance should be rectified.

Nixon said Kameoka told him total Japanese beef imports were expected to increase considerably beyond the present level of around 136,000 tons in the next decade.

He stressed that Kameoka told him, "Australia would participate fully in growth of imports (of beef)."

Touching on Australia's access to the Japanese citrus fruit market, Kameoka told the minister the two countries will discuss the issue at the official level, said Nixon.

"I also took the opportunity to raise with Mr. Kameoka our concern regarding the future of our sugar market in Japan," said Nixon, but made no mention as to when Japan can renegotiate a new long-term contract for raw sugar.

USDA releases beef from plants

USDA recently released from impoundment beef produced by two more meat plants in the Australian state of Victoria, a USDA official told CNS.

USDA is still holding meat from 14 Victoria plants in impoundment pending the results of species tests. USDA is expected to announce additional releases within the next few days.

Auction Results

LANDERS RANCHES
HEREFORD DISPERSION
Miles City, Mont., Oct. 5

213 lots $841

Auctioneers: Ken Troutt and Bill Rehm

Sale Manager: United Livestock Brokers, Inc.

Bulls. FRC Yampa Lad 13, 2/18/77 by FRC Sir 1; Barry Land & Livestock Co., Vida, $2500. JV Brilliar Dom 027, 2/17/79 by DV Lord Churchill 1, Don McNanny, Tarry, $1950. FRC Yampa King 14, 2/15/78 by FRC Sir 1; McNanny, $1500. And, FRC Yampa Don 30, 3/1/79 by FRC Count 1; Janson Bros., Circle, $1500.

Cows and calves. Madam Advanca 13, 3/29/75 by HH Advance C961; Quartar Circle Cattle Co., Sidney, Neb., $1900. Bull calf, 3/21/81 by RC Reon Evan 18; Richard Malcolm, Baker, $750. Madam L1 1, 3/13/75 by HHR Lad L1 303; McNanny, $1500. Heifer calf, 4/11/81 by RC Reon Evan 19; McNanny, $700. Madam Advance 2, 3/15/75 by HH Advance C961; Haim Hereford Ranch, Miles City, $1200. Bull Calf, 3/28/81 by RC Reon Evan 18; Star X Ranch, Baker, $800. Madam L1 21, 3/4/77 by HHR Lad L1 303; Largant & Sons, Wilsall, $1100. Bull calf, 4/22/81 by FRC Yampa King 14; Largant & Sons, $495. Madam L1 13, 3/30/79 by HHHR Lad L1 303; Haim, $1000. Heifer calf, 4/1/81 by FRC Yampa Lad 13; Heim, $590. Madam L1 35, 4/3/79 by HHR Lad L1 303; McNenny, $1150. Heifer calf, 3/30/81 by FRC Yempa Don 25; McNenny, $420.

Heifers. Madam Double 34, 4/26/79 by Double D4; Largent & Sons, $1100. And, Madam Reon 21, 4/27/79 by RC Reon Evan 18; Largant, $900.

This sale did not draw a large crowd; however, it was a crowd that contained more interest than its size would project. This crowd bid right along on these cattle and more action was created than one might expect.

The general trend of the market has been down for about 10 days. This never helps a purebred sale; in all sales of this nature this trend has harmed recently.

Some of the thinking is a "frame-of-mind" only, but it is there and does reflect in the market place it did so today.

—RALPH HEINEMANN

CHISOLM TRAIL POLLED HEREFORDS
Rhome, Texas, Sept. 30

240-½ lots $2,094

Auctioneers: Eddie Sims and Jim Birdwell

Sale Manager: National Cattle Services

Tops. FLF Victor D 89 21, 7/15/77 by Vindicator; Travis Polled Herefords, Rockwell, $30,000. CTR Victor V 26M, 3/17/80 by Will Via Juste V; Clint Josey, Dallas, $15,000. CTR M Vic 243 11L, 3/4/78 by OR DOM 549 F 243; Rattle and Snap, Columbia, Tenn., $14,000. OR Lady DOM 549 H21, 1/30/78 by JAO Domino PR 549; Wong Polled Herefords, Austin, $12,500. CTR M VIC 81 96L, 4/8/79 by Victorious K47 U81; Beasley and Farrington, Abilene and Hawley, $9000. CTR M VICI 1 30 092K, 3/1/78 by LS Beau Victor 1 30; Empire Polled Herefords, Litchfield, Conn., $7100. M DOM 251 97K, 1/10/78 by OR OOM F243 H251; Quail Run Ranch, Walnut Springs, $7100. CTR M OOM 119K, 2/22/70 by OR OOM F243 H261; Don Karr, Little Falls, N. Y., $6750. OR Victora D135 G385, 4/25/75 by OR Victor K47 D135; Rob Hamilton, Pueblo, Colo., $9500. OR Victoria F19 G207, 2/23/75 by RWJ VIC Domino F19; Larry Talley, Mt. Pleasant, $6500. JRM MIS VICI 130 420, 9/3/74 by LS Beau Victor 1 30; Clint Josey, $6000.

Owner Bill Miller sold his entire registered Polled Hereford herd to concentrate on a commercial operation utilizing Brahman-Polled Hereford F-1 females. All the cattle found new homes and were dispersed over a wide area. A packed sale barn of Polled Hereford breeders want after the large framed nice, uddered females and paid good money to own them.

The action was fast and smooth. It is a shame to see fine herds like this one dispersed, but the genetics purchased this day will continue to improve the Polled breed.

—LEE PITTS

E.H. JEFFERS HEREFORDS
Springer, N.M., Oct. 5

77 bulls $833
40 females 508

Auctioneer: Stanley Stoul

Bulls. Mischief 847, 3/81 by Mischief 169, Red River, Springer, $2500. Montana Domino 935, 4/29/81 by Montana Domino 9002; Toquosquitn Ranch, Albert, $2200. Mischief 826, 2/4/81 by Mischief 169, Red River, $2200. Montana Domino 888, 2/2/81 by Montana Domino 9002; Doming Doak, Clayton, $2000. Mischief 822, 2/2/81 by RC Mischief 598; Pope Bros., Cedarvale, $1850. Mischief 668, 2/6/81 by RC Mischief 598; Lee Hammond, Clovis, $1550. Mischief 966, 2/15/81 by Mischief 169; Sowers Herefords, Sedan, $1500. Mischief 911, 3/12/81 by RC Mischief 598; Lee Hammond, $1500. Baldwin 593, 4/4/79 by RC Mischief 598; Bill Wallace, Quay, $1300. Mischief 927, 4/8/81 by RC Mischief 599; Lee Hammond $1100.

Females. Tens Domino 919, 3/22/81 by Montana Domino 9002; Linda Davis, Cimarron, $825. Lady Mischief 983, 2/14/81 by Mischief 169; Sowers Herefords, $825.

To fully appreciate this sale one has to understand that these wars calves weaned off their mothers the morning of the sale. What purebred breeder wouldn't want to sell their calves for so much with such little fuss?

Auctioneer Stanley Stoul had the gates swinging and Sonny Jeffers and family had everything just right. These were cowmen in cow country buying cattle to earn a living with.

—LEE PITTS

CONNALLY RANCHES
SANTA GERTRUDIS
Floresville, Texas, Oct. 8

14 bulls $3,415
11 pairs 3,530
18 bred heifers 2,900

Auctioneer: Gerald Sowle

Bulls. 9/88, 1/13/79 by Clarendon Plantation 148; Pat Welder Ranches, Victoria, $5000. $128C, 2/17/79 by Nine Bar 4213 El; Pat Welder, $5000.

Pairs. 8/042, 2/4/79 by Four C Ranch 284 John B, and her 2/4/78 heifer calf by San Jose; Nine Bar Ranch, Cypress, $7000.

Bred heifers: 9/171, 1/12/79 by Mayfair 48, Ventura Farms, Thousand Oaks, Calif., $5700. 9/799, 1/25/79 by Chapparosa 44; Ventura Farms, $5000. 8/876, 4/14/78 by Mayfair 48, Ventura Farms, $4500.

This sale for former Texas Governor John Connally and family was their third and averaged some $200 more than their last sale because of improved quality and interest. It didn't take Auctioneer Sowle long to sell the cattle, just a little over an hour and a half. The countryside here has seldom looked better.

—DICK CROW

L J BAR BEEFMASTERS
Pleasanton, Texas, Sept. 29

82 lots $7,200

Auctioneer: Gerald Sowle
Sale Manager: Thompson Cattle Marketing

Tops. Special lot, choice of any LJ Bar female in herd; George Simmons, Charleston, Mo., $34,500. LJ Bar 444-7, 4/8/77 by LJ Bar 917-1; Gamble Creek, Parrish, Fla., $33,000. LJ Bar 94-7, 12/4/76 by LJ Bar 455-0; Talley Beefmasters, Leesburg, Fla., $25,000. LJ Bar 352-7, 3/18/77 by LJ Bar 607-3; Fred Gerlach, Immokalee, Fla., $25,000. LJ Bar 312-0, 2/3/80 by LJ Bar 657-6; Vic Boyer, Marshall, Ill., $25,000. LJ Bar 319-0, 1/8/80 by LJ Bar 977-6; Vic Boyer, $25,000. LJ Bar 721-8, 1/8/75 by LJ Bar 557-3; Gamble Creek, $17,500. LJ Bar 410-7, 4/11/77 by 33-D3; David and Susan Brown, Fort Meyers, Fla., $16,500. LJ Bar 606-7 4/21/77 by LJ Bar 580-3; Fred Long, Corpus Christi, Texas, $16,000. LJ Bar 375-0, 1969 by LJ Bar M.S.; Gene Thompson, McNeill, Miss., $10,000.

The eleventh annual production sale for Leo Jasik and family was held prior to the BBU Convention in San Antonio. Beefmaster breeders in attendance had to be encouraged by both the quality of the offering and the prices received.

Buyers came from Missouri, Florida, Mississippi, Texas, Kansas, Illinois, Arizona and New Mexico. This shows the wide acceptance of Beefmaster by the industry.

Leo Jasik said this sale was the highlight of 30 years of hard work in the cattle business. Judging by this sale, it was time well spent.

—LEE PITT

GOLDEN SPREAD TEXAS LONGHORN BREEDERS ASSOCIATION SALE

PRIDE IN PURITY 999 G.S.T.L.B.A.

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NOVEMBER 7th
1:00 p.m. — Civic Center
Amarillo, Texas

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Jack Johnson 817/585-4667

Market Roundup:

Bearish atmosphere prevails in fed mart

DEMAND AND TRADE FOR fed cattle moved as slow as the creeping winter this week with limited action occurring in every market. Both buyers and sellers remained very cautious with uncertainties in the direction of the live cattle market throughout most of the week. Live cattle prices were pushed lower in reaction to a lower trending, unstable wholesale beef trade along with a continuing moderate federally inspected slaughter rate. Also, daily declines in the boxed beef trade cutout value caused further concern and bearishness in the fed cattle market. The supply situation of market ready cattle was still fairly current, although several instances of feedlots with backlogs were noted.

Some marketing areas noticed consignments containing an increased percentage of average to high-choice cattle making up the supply. Furthermore, buyers in some Western states were leaving their respective marketing areas to purchase cattle for immediate slaughter requirements due to the current supply situation in those areas and the large differences in live cattle prices.

According to market sources slaughter steers and heifers trended sharply lower this week with Midwestern terminals finishing at $1-3 lower and direct trading $0.50 to $2 lower. Westward marketing areas closed steady to $2 lower.

OKLAHOMA CITY STEERS md. frame #1 400-500 lb. $66-70.50; 500-600 lb. $62.25-67.50; 600-700 lb. $61.50-62.90; 700-800 lb. $61.50-62.75; 800-900 lb. $60.10-62.50. Heifers md. frame #1 500-600 lb. $53-55.85; 600-735 lb. $53.90-56. Amarillo steers md. frame #1 300-400 lb. $66-70.25; 400-500 lb. $63-67; 500-000 lb. $61-64; 600-700 lb. $61.50-63.50; 700-800 lb. $61-63.50. Heifers md. frame #1 300-400 lb. $53-56.50; 400-500 lb. $50.75-54.20; 500-700 lb. $51-55. Dodge City steers md. frame #1 500-600 lb. $64.25-68.50; 800-700 lb. $62.75-64.50; 700-800 lb. $61.50-64; 800-800 lb. $61.60-64.30; 900-1025 lb. $60.25-62.50. Heifers md. frame #1 500-600 lb. $53.75-57; 600-600 lb. $57-58.70. Colorado steers md. frame #1 300-400 lb. $65-72; 400-500 lb. $64-09.50; 500-600 lb. $65-67.10; 800-600 lb. $61-65.50; 800-950 lb. $60-64. Heifers md. frame #1 300-475 lb. $50-60; 500-700 lb. $54-59.50; 700-800 lb. $56.60-58.

WYOMING, WESTERN NEBRASKA and southwestern South Dakota steers md. frame #1 400-475 lb. $67.50-70; 525-800 lb. $65-67.10; 600-700 lb. $63-66.90; 700-900 lb. $61.40-64.80; 925-1000 lb. $60-62. Heifers md. frame #1 525-800 lb. $57.15-60.60. Montana steers md. frame #1 450-550 lb. $63-68; 700-850 lb. $58-61. Heifers md. frame #1 450-525 lb. $55-60; 650-750 lb. $54-56. California steers md. frame #1 425-450 lb. $65-66; 525-550 lb. $63; 700-850 lb. $60-61. Heifers md. frame #1 400-500 lb. $53-54; 600-700 lb. $53. Washington, Oregon and Idaho steers md. frame #1 300-500 lb. $59.50-65.25; 500-800 lb. $59-64.10; 600-700 lb. $56-61.50; 700-900 lb. $55-60.50. Heifers md. frame #1 300-500 lb. $50-53; 500-600 lb. $48-53; 800-800 lb. $48-53.25.

ARIZONA SLAUGHTER STEERS mixed good and choice 2-3 1000-1050 lb. $66; good with and choice 2-3 975-1100 lb. $68-68.50; 1100-1200 lb. $68-67; mostly good 2-3 900-1075 lb. $67-67.50; Holsteins and corrientes $64.50-65. Heifers good with and choice 2-3 975 lb. $64.50. Idaho slaughter steers good to mostly choice 2-3 1100-1175 lb. $63; good and choice 2-3 Holsteins 700-900 lb. $68; 1025-1075 lb. $63.50. Heifers good to mostly choice 2-3 975-950 lb. $61.50-62.

TEXAS, WESTERN OKLAHOMA slaughter steers good and mostly choice 2-4 1025-1200 lb. $64.50-66; mixed good and choice 2-3 975-1200 lb. $63.50-65.25; Holsteins $61-62. Heifers good and mostly choice 2-4 900-1000 lb. $62-63.50; choice 2-3 950 lb. $64; mixed good and choice 2-3 875-1025 lb. $61.75-62.75; few good and choice 2-4 950-1000 lb. heifertetes $60-61; good and choice #2's 700-775 lb. $62.50-63. Utah slaughter steers good and mostly choice 2-3 1050-1200 lb. $63-64; mixed good and choice 1100 lb. $62; Holsteins $58. Heifers good to mostly choice 2-3 950-1000 lb. $60-61. Southeast Texas slaughter steers standard to mostly good 1-2 1000 lb. $63.50. Heifers mostly good 1-3 700-900 lb. $64; 650-700 lb. $64.50; standard end good 750-775 lb. $63.50. Wyoming, western Nebreska slaughter steers choice end good to mostly choice 2-3 1100-1200 lb. $63-64.25. Heifers choice and good to mostly choice 2-3 975-1075 lb. $61-62.50. Colorado slaughter steers mostly choice 2-4 1050-1200 lb. $62.50-65; few choice #3's 1175-1200 lb. $61.50. Heifers mostly choice #3's 950-1000 lb. $62-63.25; few mixed good and choice $61.75; comm. 1000 lb. $61.50. Montana slaughter steers good to mostly choice 2-4 1050-1225 lb. $62-64. Heifers good to mostly choice 2-4 925-1000 lb. $59.50-61.

NEW MEXICO SLAUGHTER STEERS mostly choice 2-4 1000-1200 lb. $64.50-65.50; mixed good and choice 1200-1250 lb. $63-64. Heifers mostly choice 900-970 lb. 2-3 $62.50-63; mostly good 675 lb. $63.50. San Angelo slaughter lambs choice and prime 90-120 lb. shorn with #1-2 pelts $52-54; 102-130 lb. $55.50-57.50. Ewes good $24.50-26.50; utility $16-24.50; cull and utility $14-18. Feeder lambs choice and fancy 50-90 lb. $47-51.75. Sioux Falls feeder pigs US 1-2 50-40 lb. $27-38; 40-50 lb. $39-44; 50-60 lb. $41-45.50; 60-80 lb. $44-51.80-100 lb. $57-62.

ALEX MONTROUS

CENTRAL AUCTION ROUNDUP

[Reports as quoted by markets]

TORRINGTON LIVESTOCK COMMISSION CO.
Torrington, Wyo., Oct. 7

6,021 head received: Feeder steers, choice 300-499 lb. $66-72; 400-500 lb. $67-70; 500-600 lb. $66-67; 600-700 lb. $64-67. Feeder heifers, choice 300-400 lb. $60-66; 400-500 lb. $06-62; 500-600 lb. $56-00; 600-700 lb. $56-60. Slaughter cows, ut. end comm. $42-46; canner end cutter $38-42. Slaughter bulls, YG 1 $49-53.

LIVESTOCK EXCHANGE, INC.
Brush, Colo., Oct. 1 & 2

5,666 head received: Feeder steers, choice 200-300 lb. $66.50-71; 300-400 lb. $65-65.50; 490-500 lb. $60.50-64.50; 500-600 lb. $60-65.75; 600-700 lb. $62.25-65.50; 700-800 lb. $63.35-64.25; 800-900 lb. $63-64; 990-1000 lb. $56.50-62.70. Feeder heifers, choice 200-300 lb. $60-61; 300-400 lb. $56.50-63; 490-500 lb. $57.50-05.50; 500-600 lb. $56-61.75; 000-700 lb. $57.75-61; 700-800 lb. $56.70-60.50. Slaughter cows, ut. end comm. $39.00-44; canner and cutter $37.75-42.50. Slaughter bulls, YG 1 $49.25-52.75; YG 2 $47-59.25.

AMARILLO LIVESTOCK AUCTION
Amarillo, Texas, Oct. 13

6,475 head received: Feeder steers, md. frame 1 232-261 lb. $78-81.50; 300-400 lb. $65.75-71; 400-500 lb. $61.50-66.75; 500-600 lb. $59.40-64.50; 600-700 lb. $59-63.60; 700-800 lb. $56.10-62.60; 600-900 lb. $56-61.50. Lg. frame 1 766 lb. $60.50. Md. and lg. frame 1-2 500-700 lb. $55.50-01; 709-900 lb. $55-60; 600-1045 lb. $54.50-56. Md. and lg. frame 2 600-700 lb. $51.75-56.25. Feeder heifers, md. frame 1 300-400 lb. $03.50-57; 400-500 lb. $51-50.50; 500-600 lb. $51.25-54.60; 600-700 lb. $52-58.90; 700-775 lb. $51-54. Slaughter cows, outlet and ut. 1-3 $37.50-41.50; high dressing $42.75-44; canner and low cutter 1-2 $34-38. Slaughter bulls, YG 1 1200-1600 lb. $46-52; high dressing $53-53.60. Replacements, md. frame 1 middle aged 750-950 lb. $36-40; pairs $515 per pair.

McKINLEY-WINTER LIVESTOCK COMM. CO., INC.
Dodge City, Kan., Oct. 6

4,800 head received: Feeder steers, md. frame 1 425-470 lb. $66.50; 500-600 lb. $64.25-68.50; 600-700 lb. $62.75-64.70; 700-800 lb. $61.50-64; 600-600 lb. $61.60-64.30; 600-1025 lb. $60.25-62.50. Md. frame 1 and 2 500-600 lb. $56-62; 650-600 lb. $60-62.75. Feeder heifers, md. frame 1 365-400 lb. $06-68.00; 400-500 lb. $53.50-59; 500-600 lb. $53.75-57; 600-700 lb. $55.25-56.30; 700-800 lb. $57-58.70. Slaughter cows, ut. 1-2 $36-40.20; high dressing $40.70-43.20; low dressing $33.20-34.25; cutter $35-38.25. Slaughter bulls, YG 1-2 1260-1060 lb. $46.25-50.70.

EMPORIA LIVESTOCK SALES CO., INC.
Emporia, Kan., Oct. 9

2,266 head received: Feeder steers, choice 250-500 lb. $70-75; good $65-70; common $60-65. Good and choice 500-650 lb. $05-66; common $60-65; 650-850 lb. $63-65; common $56-01; 850-1100 lb. $02-03; common $58-61. Feeder heifers, choice 250-450 lb. $63-07; good $59-62; common $00-55. Good end choice 450-650 lb. $57-61; common $54-57; 650-600 lb. $57-60; common $54-55. Slaughter cows, hellerattas $51-54; ut. $36-43; comm. $36-40; canner end cutter $35-40. Slaughter bulls, ut. $05-50; canner end cutter $46-50. Steers end heifers 750 lb. and heavier $03-54. Replacemente stock cows $46-46; stocker bulls 500-700 lb. $56-62; 700-1000 lb. $55-57; pairs $500-570.

PORT CITY STOCKYARDS
Seely, Texas, Oct. 6

2,120 head received: Feeder steers, md. frame 1 225-250 lb. $67-62; 300-350 lb. $74-76; 350-400 lb. $66-74; 400-400 lb. $66-60. Lg. frame 1 500-600 lb. $50-61. Md. frame 2 250-300 lb. $70-76; 300-350 lb. $66-70; 350-400 lb. $63-66. Lg. frame 2 550-600 lb. $56-60. Sm. frame 2 300-400 lb. $65-56. Feeder heifers, md. frame 1-2 200-225 lb. $63-06; 225-300 lb. $56-03. Lg. frame 1 550-000 lb. $55-05.50. Sm. frame 2 250-500 lb. $47-52. Slaughter cows, ut. 2-3 $39-43; cutter 1-2 $36-41; canner end low cutter $33-37.50. Slaughter bulls, YG 1-2 1200-1690 lb. $40-52.

CENTENNIAL LIVESTOCK AUCTION
Fort Collins, Colo., Oct. 6

1,115 head received: Feeder steers, md. and lg. frame 1 350-400 lb. $03-66.50; 075-700 lb. $60-62; 700-750 lb. $62.75-63.10; 600-950 lb. $00-62. Lg. frame 1 1085-1335 lb. $50-60.35. Feeder heifers, md. frame 1 300-400 lb. $56.50-60.35; 400-475 lb. $53-55. Md. end lg. frame 1 500-750 lb. $55-07. Slaughter cows, high yielding $46-52; md. $39-45; thinner $35-36; hellerattes $46-52.

CLOVIS LIVESTOCK MARKET, INC.
Clovis, N.M., Oct. 7

661 head received: Feeder steers, md. frame 1 325-400 lb. $69-72; 400-465 lb. $66-69; 540-700 lb. $61-02.00. Md. end lg. frame 1-2 350-495 lb. $62-64.90; 550-600 lb. $60-61. Feeder heifers, md. frame 1 365-450 lb. $55-57; 500-650 lb. $53-56.25. Md. frame 1-2 550-650 lb. $51-53. Slaughter cows, ut. and comm. 2-4 $40.50-44.30; high dressing $46-46.10; cutter $36-40. Slaughter bulls, YG 1-2 1060-1690 lb. $47-55; Individual YG 1 1560 lb. $57.30.

EL PASO LIVESTOCK AUCTION
El Paso, Texas, Oct. 6

093 head received: Feeder steers, choice yearling 450-500 lb. $59-62.50; good 3 and 4 lb. $70-80; crossbred $70-85. Feeder heifers, choice yearling 450-600 lb. $52.50-57.50; good to md. $47-52.50. Calves, 250-400 lb. $60-65; crossbred $55-60. Slaughter cows, ut. and comm. $40-45; standard $50-54; canner and cutter $35-40. Slaughter bulls, ut. and comm. $50-50. Replacements, stocker bulls $50-60; stockar cows $40-52.50; pairs $450-650.

SHEEP

CENTENNIAL LIVESTOCK AUCTION
Fort Collins, Colo., Oct. 7

2,026 head received: Sheep, slaughter lambs choice and prime wooled, 115-125 lb. $52-53; high dressing 110-141 lb. $54.70-55; 96-111 lb. $46.50-52.50. Choice 83-66 lb. $46.75-50. Choice and prime shorn #1-2 pelts 100-102 lb. $47.50-51.25. Feeder lambs, choice and fancy wooled 70-80 lb. $47.50-46.75. Choice 70-38 lb. $46.25-46.25. Good and choice 45-05 lb. $41.50-46.75. Breeding ewes, choice 130-164 lb. $22.50-26.50 per head; solid mouth 124 lb. $26; short term 125-160 lb. $11.75-15.10 per cwt. Breeding bucks, 165-200 lb. $85-200 per head; #2 90-255 lb. $40-80 per head.

—Compiled by VIRGINIA THOMSON

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Commercial Cattle Feeders
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Suppliers of Stocker and Feeder Cattle
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SALES STAFF—Montana Silversmiths, designer and manufacturer of silver belt buckles and accessories, announced the addition of Prentice Arthur as a Hou-Tex sales manager. Arthur will be based at the Houston headquarters.

USDA reduces wheat estimates

USDA recently lowered slightly its forecast of U.S. and world wheat production from its September estimate, reports CNS.

U.S. wheat production for 1981-82 was forecast at a record 2.749 billion bushels, compared with the September estimate of 2.750 billion, USDA said. USDA said the crop is 16% larger than the 1980-81 crop, with yields averaging only 0.1 bushel per acre less than the record yield of 34.2 bushels per acre.

The world wheat production estimate was revised downward from the September estimate of 1% to 448 million tons, but remained 2% above the 1980-81 crop estimate. The Soviet Union was the major revision, dropping 3 million tons from the September estimate to 90.0 million tons [illegible]

WHAT'S THE GOOD WORD?
WESTERN LIVESTOCK JOURNAL'S
December monthly magazine

Your advertisement will reach 65,000 of your best potential customers throughout the West.
Let them know what you have to offer.
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WESTERN LIVESTOCK JOURNAL
Gary Regier—Ext. 22 Classified Ad Mgr.
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EMPLOYMENT WANTED 1

EXPERIENCED ranch hand wants riding job. Married, reliable, references. Prefer South Idaho. 509/243-4815.

MARRIED, traditional buckaroo seeks straight riding job on outfit that cares about their horses, cattle and can hold a crew. Ric, 419/473-3361.

36-YEAR-OLD cowboy seeking permanent ranch job. Experienced at sheep, cowcalf, steers, A.I., cell handling, prefer sheep operation with remote location. Call Butch: 307/877-5269, after dark.

DO YOU NEED no nonsense, honest, mature working ranch manager? Years of experience in ranch management, both registered and commercial herds, degree animal science, absentee owner o.k., can assume full responsibility. Call: 405/367-2641.

YOUNG AGRESSIVE Ranch manager: Well founded education in large ranch operations. Both office and outdoor skills with emphasis on efficiency and quality. Present ranch disperses, do not desire temporary work. David Hamilton, 702/578-3545.

DEDICATED, experienced ranch manager, 39, responsible, efficient, B.S. Animal Science, agricultural economics, business, veterinary technician. Son 14. Purebred, cowcalf, yearlings, horses, flood, sprinkler irrigation. Alfalfa, grass, grain production. Equipment operation maintenance. Seeking management or position with responsibility and advancement. Mountains, western Montana, Idaho, Wyoming. Excellent references. Ron Mackey, Rt. 1, Box 169, Grace, ID 83241. Available November 1st. 208/425-3596.

EMPLOYMENT WANTED 1

RANCH MANAGEMENT position wanted. Married man with B.S. degree and experience with cowcalf, yearling and feedlot operations. Prefer mountainous area. Call: 303/284-5267, after 7 p.m.

CATTLEMAN/HORSEMAN Seeks cow boss manager job. Cowcalf, feedlot, purebred or commercial operation. Married, 32, lifetime experience, excellent references. Top practical vet., A.I., pregnancy test, C-section, lambing, welding, equipment, etc. Will relocate. Write box holder, P.O. Box 161, Meeteet, CA 96066. Phone: 619/368-4206.

HELP WANTED 2

COOK
For ranch in eastern Oregon. Must be single, without any family, and experienced. Write for P.O. Box 32, Adel, OR 97620.

RANCH HAND: Mature, settled man for Colorado horse farm. Duties include stable work, maintenance, help halter break, groom, condition and help with breeding. Must have ranch references. Phone: 303/688-4765, or write: 11070 E. Patterson Cir., Franktown, CO 80116.

CATTLE FOREMAN
California cattle operation seeking an experienced cowman to act as foreman. Must have 10 years responsible experience in range management, breeding, calving and feeding. Please send resume and salary requirements plus 3 references to Ad Dept. 626 c/o WLJ.

165,000 +
Over 160,000 readers will see your classified ad in Western Livestock Journal.

ASSISTANT COW MANAGER
West Coast cow/calf operation seeking an individual to act as a number 2 man assisting the cow manager. Excellent growth opportunity for an ambitious individual. Long term plan for this person to grow into a position of cow manager on an associated ranch. The applicant needs a background in the following areas: range management, calving and breeding, practical vet, cattle handling and feeding. College degree helpful but not required. Please submit detailed resume with 3 references and salary requirements to Ad Dept. 628 c/o WLJ.

COW MANAGER
Large West Coast ranch seeks responsible and aggressive cow/calf manager with a desire for long term growth. Applicants need to be cost oriented and must have a strong background in the following: range management, calving and breeding, practical vet, cattle handling and feeding, and feedlot. The right person will get in on the ground floor of a progressive and growing cow/calf operation. Must be ready to try new ideas and techniques. Strong emphasis on records and motivating people. Excellent opportunity for the right man. Please submit complete resume and salary requirements along with 3 references, to Ad Dept. 627 c/o WLJ.

South Texas commercial cattle ranch needs an experienced man to:
1. Operate a pivot irrigation system and produce winter and summer forage.
2. Manage stocker and cowcalf operation.
3. Be able to work with management and to work other people.
Spanish language will be helpful in this semi-remote area and schools are available. Salary commensurate with experience. References are required.
Call: 713/981-3900 at 8 a.m. to 4 p.m., weekdays
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CUSTOM SERVICE 2B

WINTER FEEDING
Can custom winter feed calves, growing replacement heifers, yearlings or cows. Now until May 1st on a gain basis or by the day. Have room and feed for about 1,500 head. Will take 2 or more loads. Excellent corn silage, alfalfa hay and winter barley graze. New feed lot, protected on slope, certified platform scales, feed mixer truck with scales. Complete care by experienced people. Ranch is located 11 miles north of Green River on west side of river.
GUNNISON BUTTE LAND & LIVESTOCK CO.
P.O. Box 391
Green River, UT 84525
Phone: Gary or Kyle Ekker 801/564-6122 or Dick Patterson 303/797-2360

LIVESTOCK BRANDS 3A

COLORADO BRAND 2 digit and shovel 3, irons included. $500 or best offer. 303/651-6124.

CATTLE 5

LONGHORN BULLS for sale. HAP MAGEE, Danville, California. 415/837-7220.

125 MONTANA ANGUS breeding bulls. Hard and ready for service now. 406/373-5136.

150 OUTSTANDING Hereford heifers bred to Black Angus bulls. To start calving February 10 and will calve in 60 days. Bulls were selected for ease of calving. Pregnancy tested, bangs vaccinated, and have had lepto and vibrio shots. All are year branded and carry one brand. Thomas Bradbury. 303/622-5338 or 622-6430.

JOHN LAYOUS & SONS
High quality service age Hereford bulls. One or a carload. Located west side of Highway 101, 5 miles south of King City, California 93930.
PHONES: 408/385-3316, Laurent; 408/385-5050, Marcel; 408/385-3665, Joe.

HOLSTEINS
Open, bred and springing heifers and cows. Heifers 3 months to yearlings and yearling bulls. Registered and high grade. Delivery on approval.
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PROFITABLE PERFORMANCE
For progressive cattlemen
Gelbvieh bulls CBCIA performance test winners. Sale at Madera, October 24th. Hard-working, easy calving, fast growing, better milking Gelbvieh.
EARLY DAWN GELBVIEH
Oakdale, California
James Clayton, DVM
Marcus Haney
PHONE: 209/545-1246

1,000 HEAD SELL
Complete Dispersion
ANTONIO MOUNTAIN RANCH: November 15, 17, 18 at the ranch, 30 miles northeast of Sacramento, South of Lincoln, California.
POLLED Herefords: Monday and Tuesday, 10:00 a.m., November 16 and 17.
ANGUS: Wednesday, 11:00 a.m., November 18.
200 RANGE Bulls: Polled Hereford and Angus, Wednesday, 1:30 p.m., November 18.
MACHINERY: Wednesday, 9:00 a.m., November 18.
Wm. F. (Bill) Lefty Auctioneer Sale Manager
Fall West AUCTION

HELP WANTED 2

CATTLE 5

REGISTERED RED ANGUS bulls rugged, mountain raised, 2 years old. Roy English, Raymond, California. 209/686-2063, evenings.

REDISTERED BRAHMAN Red, gray, and ¾ bulls. Complete quality and prices before you buy. 209/826-2141.

FOR SALE: Five, long yearling, 3/4 and 7/8 Limousin bulls, $800. One, 3/4, 2-year-old, $1,000. Charles Stormont 916/802-4596.

ANGUS
Registered or commercial bulls, heifers, cow pairs SPENCER ANGUS RANCH, SANTA MARIA, CALIFORNIA. 805/922-2211.

REGISTERED ANGUS bulls. Semen and production tested. Sunny Brook Ranch, Paso Robles, California. 805/238-0653 or 238-5542.

50 HEAD
SANTA GERTRUDIS
Some weaner heifers. Carmel Ranch Company, Carmel Valley, CA 93924. 408/659-2671.

CHAROLAIS bulls, tall yearlings and coming 2's, prices negotiable, most are polled. Sun Ranch Charolais, Kinnear, WY 82516. 307/856-6151.

BRAHMAN BULLS
Yearlings and 2-year-olds, Grays and Reds. Our bulls will sire the good, F1, last growing calves. Bred in the west.
REO BRANGUS BULLS
AVON DAVIS
13870 Ava. 25, Chowchilla, CA 93610. 209/995-2273.

REGISTERED REO ANGUS
Cows, heifers and bulls
PHONE: 303/666-3556

FOR SALE
Hereford and crossbred cows and heifers, bred Hereford. Commercial or registered. With or without horns. In small or large groups.
WYOMING HEREFORD RANCH
PHONE: 307/634-1905

BRANGUS BULLS
20 Registered 2-year-olds.
ATECO BRANGUS RANCH
NEAR Ukiah, California
PHONE: 707/744-1090
707/744-1132

BOVINE TEST CENTER ALL BREED BULL SALE
Thursday, November 5
Oakdale, California
For information Call:
Jerry Maltby • 209/847-6403
Bill Eppler • 209/847-4114

"The Vermilion Angus Event"
2,000 ANGUS
December 7-8
PAYS Billings, Montana
December 7: 125 Angus bulls
December 8: 1,875 Bred Angus cows and heifers
For Information:
Bob Cook, 406/245-6447, or 406/256-9259

BRAHMAN CATTLE
Registered bulls and cows. All ages, red and grey. Some Polled also F1.
L Bar W Land & Cattle Co.
P.O. Box 839
Hollister, CA 95023
PHONE: 408/637-6870
209/722-5577
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FROSTY ACRES POLLED SHORTHORNS
Private Treaty
Performance tested • Duality controlled
Beef type Polled Shorthorn bulls
FROSTY ACRES INC.,
P.O. Box 142, Adin, CA 96006
Ed, 916/299-3261; Dale, 916/299-3440; Ron, 702/403-4440

gp
BULLS——BULLS——BULLS
ALL RANCH RAISED BRANGUS
250 Service Age
150 Yearlings
150 Weaned
We also have Brangus cows and heifers for sale.
CERTIFIED ¾ BULLS
Start your Brangus herd today!!!
Breed these ¾ bulls to your Angus cows and get your Brangus calves. 25 to choose from. Contact us today!!
TRIPLE C BRANGUS
Homer Higdon, Manager
Sutherland Springs, TX 78161
PHONE: 512/947-3359; 947-3452

CATTLE 5

REGISTERED BRAHMAN cattle. All ages, bulls and cows. Wild Ass Canyon Ranch, Glade Park, CO 81523. 303/245-4935, 243-0780.

LONGHORN BULLS
For sale or lease. Max Watkins, Santa Barbara, California. 805/969-0667.

REGISTERED Texas Longhorn bulls for sale. Bill Oser, 500 Commercial Street, Elko, NV 89801. 702/738-6980 or 738-6534.

BRAHMAN BULLS
And heifers, some heifer broke. 12-17 months. Toro Blanco Brahmans, Lincoln, California. 916/645-1146.

REGISTERED Simmentals. Entire herd of 140 females. Can sell small lots. Call noon or evenings. Massaro Simmentals, Chowchilla, California. 209/665-4130.

50 ANGUS BULLS
Pasture raised, yearlings and 2-year-olds from leading A.I. sires and registered cows. Deavere Angus Ranch, Orland, California. 916/865-9053.

FOR SALE: 25 Head, 2-year-old range ready, gain tested Hereford bulls. These stout thrifty bulls have never been dry lotted. They'll travel. UX Livestock Co., Ruby Valley, NV 89833. 702/779-2295.

REGISTERED SCOTCH HIGHLANDS
A few heifer calves, yearlings, and young cows for sale. Sorry no bulls left. Also a few cross breds available. John O. Wellborn, Willow Creek Ranch, Cora, WY 82825. 307/367-4768.

300 QUALITY bred heifers: 250 Black Baldy plus 50 Red Angus and Red Baldy heifers bred to Red Angus bulls. To start calving February 10 and will calve in 60 days. Bulls were selected for ease of calving. Pregnancy tested, bangs vaccinated and have had lepto and vibrio shots. All are year branded and carry one brand. Thomas H. Bradbury. 303/622-5335 or 622-6435.

OPEN PUREBRED ANGUS HEIFERS
Ready for breeding.
PERMANTE ANGUS RANCH
Call weekends
415/667-3073

2 REGISTERED POLLED HEREFORDS
Daughters sired by Goliath 16A, bred to Wildcat Sundance 7K. Call evenings:
916/645-2646

TOP QUALITY REGISTERED ANGUS
Cows, cow/calf pairs, heifers, and 2-year-old bulls ready to work
PHONE: 505/687-5926

REGISTERED POLLED HEREFORDS
30 Large, young cows bred for early spring calves to a top line 1 polled bull. This is a dispersion. Transplant prospects here.
DONALD E. MEADOR
Rt. 2, Box 200
Scottsbluff, NE 69361
PHONE: 308/635-2436

WALTER SIDWELL & SONS, INC.
Hayden, Colorado
Are offering at private treaty 30 grandsons of Standard Domino 190. They are available for inspection at your convenience. We cooperate on delivery.
PHONE: 303/276-3505 or 303/276-3801

CATTLE 5

25 HEAD, 3-year-old, 7/8 blood Simmental cows. Bred to Johnny Robs 19 for March to April calves. Also 1/2 blood and 7/8 blood bulls and heifers. Call: Dave Adamson, 503/473-2391.

REGISTERED, POLLED Herefords. Short 2's and yearlings, 30 bulls, 30 heifers. Stro, Son of Superior stro, Alpine 150Z. H.D. Cattle Ranch, Yreka, California. 916/842-3551, evenings.

CHAROLAIS BULLS
Semen and performance tested, guaranteed easy calving. 5HASTA CHAROLAIS, Rt. 1, Box 3133, Anderson, CA 96007. 916/365-3086.

BRAHMAN CATTLE
WILBUR PLAUGHER
2-Year-old bulls for sale, $900 per head. Young bulls and heifers for lease. Call evenings, Oemsolo, 209/875-3107; Raul, 209/670-4345.

DAIRYMEN ONLY
For sale or lease, 500 head springing, Holstein heifers, top quality. Prices quoted, delivered to your ranch. Circle R Land & Livestock Company, Fallon, Nevada. Phone: 702/423-4565.

ANKINA HERD DISPERSAL
Big, western Canadian, registered Angus and Polled Hereford bred to top ¾ Polled Chianina. Don at Livido. Also, super 1661 heifer and bull calves. See now what you will leave next year. Tom Waller, 7/6 a.m., 604/595-0283.

EXOTIC ANIMALS 5B

YAK RAISING and CROSS-BREEDING. Information: P.O. Box 734, Newcastle, WY 82701.

GOATS and SHEEP 6

RAISE YOUR OWN EWE LAMBS
For sale fine vaccinated, horned Rambouillet bucks. Contact: Milton Rudnick, Box 68, Cellents, CA 93516. Phone: 805/927-2710.

PYGMY GOATS
For Fun & Profit
A pictorial and detailed report $3.00. Write:
Cricket Ranch
P.O. Box 5174 (B)
Tucson, AZ 85703
Air mail responses!

HORSES, JACKS, MULES 8

SALE: Doc's Benito Bar, Hired Hand, Wimpy, Mike Echol's mares, colts. Kim Sier, Rt. 3, Pocahontas, AR 72455.

FOR SALE or trade: 4-year-old, AQHA, bay stallion by Blondies Dude out of a top 3 mare. UX Livestock Co., Ruby Valley, NV 89833. 702/779-2295.

WEANLING and yearling colts. 1 yearling, 1 started 2-year-old AQHA colts. Few select broodmares in foal to Mammoth Jack. Merced College Ag. Division. 209/384-6250.

REGISTERED QUARTER HORSES: 1 started barrel racing and steer roping, 4 year-old. 1 finished barrel racing and pole bending, also finished steer heading, 6 year-old. Both have excellent blood lines. 303/674-7329.

CUTTING-SNAFFLE BIT PROSPECT
Flashy 1979 sorrel gelding by OCC TWO SOCKS, dam Fairleen by Vino Red by Vino Tinta. Well started on cattle, outstanding disposition, athletic, unlimited potential. Trainer would like him back for 1982 futurities. $3,200. Carson City, Nevada. 702/883-0302.

ROCKY MOUNTAIN draft horse and mule sale, October 30 and 31. Rockin' R. Arena and Stables, 6180 North 1800 East, North Logan, Utah. October 30th, evening show, draft horse and mule events. October 31st, sale, draft horses, mules, equipment, consignments welcome. Thomas Hermower, Jr., Hanower Ranch, Kemmerer, WY 83101. Phone: 307/886-2435.

FOR SALE
REGISTERED QUARTER MARES
One, 12-year-old brood mare, open.
1 yearling filly, halter broke.
For information, call:
602/384-3001

DOGS 9

KARRAWARRA Kelpie pups and stud service. Tim Wellman, Rt. 1, Box 621, Sebeun, CA 94586. 707/425-4161.

QUEENSLAND Aussie cross: Experience shows best at work. Tricolor, blue merle pups. 303/663-2971.

REGISTERED Border Collie pups. Working parents, $125 for females, $100 for males. 209/303-0261.

DOGS 9

QUEENSLAND Blue Heelers. Imported for working ability and good watch dogs. $100. 4-months old. 916/633-2246.

AKC Champion Australian cattle dog: Male has obedience title, proven sire, imported blood lines, excellent disposition. 503/679-8070, evening.

REGISTERED Catahoula Leoperd pups: Excellent cow and hog dogs, $50 to $100. Queensland and Catahoula cross pups: excellent cow dogs. $25.00 714/735-0432.

AUCTIONS 10

HORSE AUCTION
All Registered/All Breeds
Sunday, November 1st • 1:30 p.m.
L.A. County Fairgrounds
Pomona, California
Mike Hoch, Auctioneer
PHONE: 714/885-8438

LIVESTOCK WANTED 11

BRAHMAN CROSS and English bred stock cows. 502/288-0275. Bill Roer.

WANTED
50 to 100 pregnancy tested, young, cross bred cows to calve prior to December 15, 1981. Call: 916/465-2117.

WANTED
50 to 100 pregnancy tested, young, crossbred cows to calve prior to December 15, 1981. Call: 916/495-2117.

TRADE FOR CATTLE
Developed 1 to 5 acre estate parcels in city of Atascadero, California. 805/466-2865.

IF YOU HAVE good, sound, large framed, 1,000# plus, open, Charolais cross, Holstein cross or exotic cross cows, Rio Vista will pay you a premium. Truck load minimum only. Call today: 612/877-6014.

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J. William Murphy & Associates
Consulting Appraisers
Rural Specialists
Condemnation—Estate Appraisals
Call Collect: 714/828-5517
5563 Riverside Dr., Chino, CA 91710

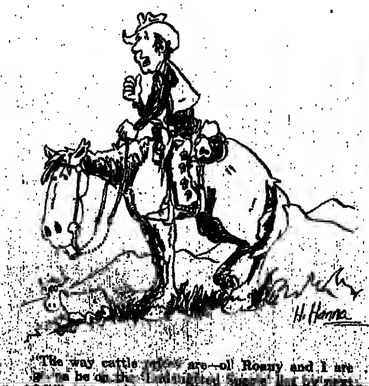
REVIEW APPRAISERS
Consultants at real estate.
WILLIAM KNIPE & ASSOCIATES
Suite 204, Imperial Plaza
200 North 3rd Street
Boise, ID 83702
DIAL: 208/345-3183

PACIFIC Farms and Ranches 13

1,050 irrigated acres. Grain and alfalfa land, close to airport. Owner will carry contract. $850,000. Skyline Realty, 503/388-1354.

FARM LAND
RANCHES, FARMS large and small. Carol Jones, Broker. 916/334-7654. P.O. Box 41814, Sacramento, CA 95841. VALLEY AGRI-LAND.

ORCHARD
139 Acre orchard. Beautiful setting, good production. Apricots, prunes, peaches. Buildings. Make offer. Call: 916/334-7654, Carol Jones, Broker. VALLEY AGRI-LAND.



"The way cattle prices are—oil Rosey and I are going to be on the Unemployed Square Dance Team."

PACIFIC Farms and Ranches 13

Since 1947, we have been offering our clients and prospective buyers a large selection of "Priced Right" California agricultural properties, farm land, orchards, vineyards, livestock ranges.
STROMER REALTY COMPANY OF CALIFORNIA
591 Colusa Ave., Yuba City, CA 95991
PHONE: 916/671-2770
"PRICED RIGHT" Ag Properties

SOUTHERN OREGON
80 Acres. 4 bedroom home among the pines. Garage, hay shed and corrals. 78 acres m/i irrigated pasture. Fenced and cross-fenced. A beautiful spot, call on this one. $250,000. Terms.
160 Acres, 150 acres irrigated pasture. Perimeter fences in excellent condition. Nice, older home, 2 barns, corrals and outbuildings. $315,000. Owner financed.
Call: Don Kirkpatrick, Evenings: 503/664-6766
CHUCK FISHER & ASSOCIATES, INC.
403 Main St., Klamath Falls, OR 97601
PHONE: 503/884-1717

MODOC COUNTY
- 185 Acres irrigated, alfalfa, home. $315,000.
- 354 Acres, farm land, home 185 acres sprinkler irrigated, alfalfa. Additional water potential. Excellent hay equipment. $495,000.
- 500 Acres at city limits 80 acres sheltered feed ground. 180 acres sprinklers. Irrigated district. 240 acres farm land to develop. $750,000.
- 80 Acres farm land. 60 inches top soil. 410 g.p.m. irrigated, well. $108,000.
- 516 Acres deeded farm land, plus 100-200 acres riparian lake land. Stream frontage, good home. 2 irrigated wells, needs development $565,000.

916/ 233-4833 **DEAN NEER REALTY** P.O. BOX 1387 ALTURAS CALIFORNIA 96101

ALDER CREEK RANCH
REPUTATION NEVADA RANCH: 9,560 Acres deeded with 10,906 AUM's of BLM permit out the gate. Excellent high country summer grazing on Pine Forest Mountain Ranch. Free water from numerous flowing creeks and 2 large reservoirs. Hydroelectric generation potential. 9 irrigation and wells. 1,280 acres flood irrigated; 1,300 acres pivot sprinkler irrigated in high quality alfalfa and meadows. Feedlot for 1,500 calves. Impressive headquarters improvements situated in an attractive setting with a creek through the yard. Private airstrip. Recreational benefits includes remote secluded location, excellent trout fishing, great deer and chukker hunting. All machinery and saddle horses included. Price: $8,400,000 with $1,000,000 assumable at 10½%. Estimated depreciables are 60% of value.
DOANE—WESTERN, INC.
P.O. Box 1388, Klamath Falls, OR 97601
PHONE: 503/883-8118
Alan Cain, 503/882-9657
DOANE-WESTERN

EASTERN OREGON FARMS & CATTLE RANCHES
IDEAL REGISTERED CATTLE location, 298 acres of good hay and pasture with excellent exposure, ½ mile frontage on Interstate 84, 2 miles from Baker. New corrals, good water, ½ mile of river through property. Priced at $600,000.
BAKER VALLEY CATTLE RANCH: 4,363 deeded acres, all in one block. 300 acres of good irrigated land, 400 acres improved pasture and balance in excellent hill pasture. 1½ miles of river through ranch, timber, ponds, creek, 7 miles from Baker. Priced to sell, $1,250,000, cash or terms to qualified buyer.
408 ACRES: 8 miles from Baker in the heart of the valley. Very good irrigated crop land presently in alfalfa, excellent water and all irrigation equipment included. Priced at $600,000.
880 ACRES: 15 minutes from Baker at base of the Elkhorn Mountains. Presently in hay, grain and pasture. Excellent soils, free water, good irrigation equipment and improvements. Priced: $1,100,000. Cash or terms to be arranged
586 ACRES: Same location and adjacent to the above ranch. Same management flexibility, excellent soils and free gravity flow water. These are both very high quality ranches, either together or separate. Priced: $1,250,000 with excellent terms.
1,168 ACRES: Excellent irrigated crop land in Baker Valley. Presently in alfalfa, grain and cattle. Irrigation equipment included. Priced at $2,850,000 with excellent owner financing.
Other properties available.
All of the above are good quality ranches and for further information, please call:
INTERMOUNTAIN REALTY
1405 Campbell Street
Baker, OR 97814
503/523-4434 or 503/523-3414
Marcus Sackos, Broker Greg Sackos, Associate Broker

BLIND BOX ADVERTISERS: Display ads, include $2.00 PER INSERTION for cost of forwarding replies.

EASTERN OREGON
4,000 EWE SHEEP operation with winter and summer pasture, shearing plant, lambing sheds, etc. A turn key sale. $885,000.
600 ACRE RANCH. 400 Acres in grain, balance in irrigated pasture, improvements and dry pasture. Good water with wheel lines, 4 bedroom house, barn, corrals. $600,000. Terms.
OREGON RANCH REALTY, INC.
2840 NE 6th. Bend, OR 97701
PHONE: 503/382-7325

MODOC COUNTY RANCH
Combination cattle, grain and alfalfa operation on Pit River with Mt. Shasta in background. 4,300 acres plus USFS/BLM permits. Now running 200 cows. Selling dairy hay and grain. Cheap water. Free brochure. $3.2 million with owner financing. A real producer!
ROBISON REALTY, INC.
DIAL: 208/345-3183
Bill Knipe/Don Withers
P.O. Box 988, Boise, ID 83701

600 HEAD RANCH: 880 Acres irrigated, good water rights. 2,600 acres deeded range, 500 acres BLM/800 head feed lot, excellent corrals, chutes and buildings. Beautiful new owners home. ALSO AVAILABLE: 200 acres, all irrigated, joins above property. No buildings.
NOVOTNY'S DOWN TREE REALTY
P.O. Box 357, Ontario, OR 97914
PHONE: 503/881-1441
Evenings: Rex Novotny, Realtor, 503/262-3294

PACIFIC Farms and Ranches 13

CENTRAL OREGON CATTLE RANCH
Bend, Oregon
- DEEDED: Approximately 4,700 acres.
- IRRIGATED: 300 acres plus.
- WATER: Excellent supply, main canal from Deschutes River flows through ranch.
- PERMITS: Private permits on 20,000 acres, top quality grass.
- IMPROVEMENTS: 2, excellent homes, 1 over 4,000 ft
- CORRAL/FEEDLOT: 500 head feedlot.
- SCHOOLS: Best school facilities, all sports, high achievements. Bus to door.
- CAPACITY: 500 pair year round.
- HUNTING AND FISHING: Trout, birds, mule deer in abundance.
- PRICE: $1,500,000. Terms to qualified buyers

CENTRAL OREGON PUREBRED CATTLE RANCH
Attractive purebred ranch, mild climate, best location. Willowdale, Oregon
- DEEDED: Approximately 1,360 acres.
- IRRIGATED: 180 acres, approximately 100 acres dry farm. 180 crested wheat seeding.
- WATER: Free water year around creek 1870 rights
- IMPROVEMENTS: Attractive, 3 bedroom, 2 fireplace home, nicn setting on high knoll surrounded by trees at foot of mountain.
- BARN: Large barn, corrals, pens. Good fencing.
- SCHOOLS: Good schools, bus to door
- CAPACITY: Running 100 pair purebreds, can be increased.
- HUNTING AND FISHING: Trout, birds, mule deer on ranch.
- PRICE: $495,000. Terms to qualified buyer

PUREBRED CATTLE RANCH
Near Bend, Oregon
Beautiful Mountain view—A most desirable area.
- Deeded: 400 Acres
- Irrigated: 307 Acres, flood irrigated.
- Water: Good source from small lake and irrigation district.
- Improvements: New owner's home, over 5,000 sq. ft., exceptional architecture and design, 5 bedrooms, 6 baths including jacuzzi, cedar and oak wood throughout. Probably the most prestigious home in the area. Attractive 2nd home for employee.
- Corrals/Barns: Good heavy duty corrals. Powder River gates, 8 stall horse barn, several others
- Capacity: Will carry 150-200 pair on a cow/calf basis.
- Schools: Good schools, bus to door, college nearby.
- Recreation: Fishing, hunting, skiing. Over 200 lakes in nearby mountains.
- Price: $1,000,000. Terms to qualified buyer.

Call or Write: DICK ELLIOTT
ARNIE SWARENS TOWN & COUNTRY REALTY
P.O. Box 587 • Bend, Oregon 97701
PH: 503/382-3333 • 503/382-3872 Eves.
ARNIE SWARENS TOWN & COUNTRY REALTY

EASTERN OREGON CATTLE RANCH
Burns, Oregon
- Deeded: 4,460 Acres, approximately.
- Irrigated: 420 Acres alfalfa, 560 plus acres irrigated pasture.
- Water: 4 wells producing approximately 7,000 GPM.
- Permits: 28,000 acres private BLM allotment. Excellent quality grass, 520 head yearling permit in grazing co-op.
- Improvements: 1 newer home, 2,800 sq. ft. with swimming pool 20' wide mobile home. 2 bedroom house. 80'X72' heated metal shop and hangar. 1,000 ft. airstrip.
- Schools: Grade and high school bus service to door.
- Capacity: 1,200 head cows or 835 cows and 520 yearlings.
- Hunting: Excellent deer and water fowl hunting.
- Price: $2,500,000, terms to qualified buyers.

Call or Write, owner:
SLASH C RANCH
Burns Bend Star Route, Hines, OR 97738
Owner: Doug Campbell Phone: 503/573-2102

$94 PER ACRE
MAJOR PRICE REDUCTION from $1,600,000 down to $1,600,000 on 17,000 deeded acres in central Oregon.
This is a year around grazing ranch. Just 2½ hours from Portland and 65 miles north of Bend on U.S. Hiway 97. Elevation 2,550'-3,360'! About 14" precipitation, carries 550 cows plus heifers and bulls. Would make good yearling pasture November to April. Can dry farm on 2,500 acres. Close to Deschutes River, abundant game.
Low coal operation and super investment at $94.00 per acre! $500,000 down. Balance 25 year amortization and 11 year balloon at 9.5% interest for strong buyers. Seller motivated. Must close by December 1st.
C. PATRICK BATES REALTY, INC.
370 E. So. Temple, Salt Lake City, UT 84111
801/521-4259, Days or 801/376-4426, Evenings
Oregon Co-Broker
Glenn Eddy, Valley Ranch Sales
John Day, OR

CENTRAL OREGON RANCH: 1,138 Acres. 500 Acres alfalfa, pivot and wheel line irrigation. 416 Acres meadow pasture, 800 head feed lot, 8 stall horse barn, loafing barn, 400 T hay shed, large barn and corrals. 4 bedroom home. $1,500,000.
CENTURY 21, SUN COUNTRY REALTY
503/447-4433, or 447-5983
TOLL FREE: 1-800/525-8910, ext. F56 JB
Ask for Joyce Barney

FARMS AND RANCHES
Eastern Oregon cattle ranches. All sizes. Oregon recreation, 80 Acres, timber, elk, deer, fish.
CALIFORNIA: Row crop and almonds. 18 Acres. Almonds, new home, Livingston. 109 Acres: 85 Almonds, balance high income turkey operation, Livingston. 160 Acres, 318 Acres, 517, row crop, Yolo County. 250 Acres almonds, 53,000 acre, Yolo County. 300 Acres open ground, Yolo County, $2,000 acre.
AG PROP REALTY
6356 Riverside Blvd., Sacramento, CA 95831
PHONE: 916/422-2480

CENTRAL OREGON
450 Acres northwest of Bend. 200 irrigated acres with well and district water rights. Grazing rights on 8,000 acres of adjacent federal land. Currently producing cattle, hay and grain. Panoramic views of snow capped mountains. Large, recently remodeled ranch home. $800,000. Terms available. Adjacent ranch available for larger operation.
423 SE Oak Street
P.O. Box 1488
Roseburg, OR 97470
seek, inc. realtors

PACIFIC Farms and Ranches 13

437 DEEDED ACRES
Bordering Imnaha River, 1 man cattle ranch. Fully equipped including some cattle. Total price: $395,000, terms. Lifetime opportunity. Large comfortable log home, very adequate outside operating facilities. Write for full details. Century 21, Arnold J. Fredrick Real Estate, Box B, Enterprise, OR 97828.

LOOKING FOR GOOD VALUE? DIVERSIFIED Cattle, hay, grain ranch. 1,507 Deeded acres plus 3,200 acres private BLM permit. 1,278 irrigated acres, tree water. Excellent improvements including 2 homes, covered scales, chute, large corral system. Good soils. Elevation 2,600 ft. Analysis indicates $1,491 per A.U. or $1,447 per irrigated acre. Truly an outstanding opportunity at $1,850,000. Terms or exchange. John Taylor Realty, P.O. Box 207, Flint Rock, OR 98868. 503/443-6811, anytime.

GEM DANDY COW OUTFIT
Or farm. This unique 78 acre ranch in 2 parcels. Currently has 38 acres in prime cotton, cattle on other side. New pump with 1,250 GPM water. Nice older home, 1,850 sq. ft. plus deluxe metal shop and office. Family orchard. Approximately 2 miles off Highway 99 in Chowchilla, California. Terrific for investment for personal home place. Priced to sell by owner with low interest.
PHONE: 209/665-3071

FARM GROUND
- 184 Acres: Orchard potential near Chico, California
- 148 Acres: Rice ground near Chico, California
- Farm potential and cattle grazing, priced to sell, near Chico, California

Call: Jan Roney
918/895-1933 or 893-8353
TRACY REAL ESTATE OFFICES
Chico, CA 95926

LANO
40-60 Acres. Rolling oak covered. NO water, gravity flow irrigation. $380,000. Discount for cash. Call: 916/334-7654, Carol Jones, Broker. VALLEY AGRI-LAND.

WHEN CONSIDERING selling or exchanging your ranch in central or northern California, contact: Chester A. Mallory, Century 21, Cloverland Realty Co., Inc., 389 W. F St., Oakdale, CA 95361. Phone: 209/847-1731.

FOOT OF CASCADES
215—1,000 ACRES
Close to Albany, Oregon. Beautiful grazing land, forest, springs, irrigation. Ideal for cattle, horses, sheep, dairy, raspberries, Christmas trees, etc. Includes 3 homes, 4 barns and furnishing. Call: owner/agent, 714/840-7210.

ARNOLD AGENCY, INC.
478 Acres Merced County. 3 deep wells, all pipeline with return system. Open ready to plant. $3,000 per acre. Seller will finance.
PHONE: (209) 674-2441
or (209) 288-4214

PINE TREE REALTY
PHONE:
209/784-1000
626 West Grand
Porterville, CA 93257

80 ACRES CLOVER LAND
Well located corner property near major freeway. Lots of road frontage. San Joaquin Valley.
2,953 ACRE RANCH
Northern California. $400 per acre. Native pasture, lots of oak trees, corrals, ponds. 25-29% down, owner carry.
25 ACRES—3 PARCELS
3—6—17 Acres. Installment sales. Near Sacramento
ROSE MARIE REALTY
100 N. Cherokee Lane
Lodi, CA 95240
PHONE: 209/334-1842

OREGON AFFORDABLE ACREAGE

100 Acres—30 Acres Irrigated	$225,000
101 Acres—Year Around Creek, Gentle/Rolling	$ 78,000
89 Acres—Almost All Level, Excellent Terms	$ 75,000
244 Acres—Tree Farm with 32,000 Christmas Trees	$318,000
167 Acres—320 Irrigated, 3 Barns, Silo/Pole	$1,150,000

KNIGHT REAL ESTATE
1209 W. Central, Sutherlin, OR 97479
PHONE: 503/459-2201 or 458-4376

RANCHES FOR SALE
Arizona
300 bd. carrying capacity, 1 hrs drive east of Tucson, close to regional livestock market. Headquarters located in picturesque setting. Modern 8-bdrm. home. Moderate year-round climate. $1,200,000; terms available.
Contact: 300 N. Main, Tucson, AZ 85705
(502) 623-9407
Andy Groseta (602) 888-1678 eves.

California
1,131 deeded ac., 8,000 leased. 20 mi. east of El Cajon, 1 mi. south of Descanso. Primarily cow-calf operation, approx. 100 A.U.'s annually. 6 wells, several springs & ponds. Strong development potential. One-half of mineral rights to be conveyed. $1,980,000.
Contact: 815 West Center, Visalia, CA 93291
(209) 733-1000
Paul Taylor (805) 724-1040 eves.

Oregon
1,670 deeded ac. 700 irrigated ac. in alfalfa, pasture & meadow. Year-round operation. Adjacent property just purchased to expand irrigated ac. to approx. 1,000. Low utility rate locked in for 25 yrs. Water from 2 large springs & low lift well. New owner's home, second home, corrals, 2 hay barns, other buildings. Beautiful setting on 2 paved hwys., some pine timber. Hunting & fishing on ranch. $1,300,000.
1,300+ deeded ac., 1,100 irrigated. Free use of 726 ac. state owned lake for irrigation. 2 irrigation wells. Secluded valley surrounded by pine covered hills. Excellent deer & waterfowl hunting. $1,495,000. Portion of property containing 875 deeded ac., 800 irrigated, both wells, lake, improvements & building site offered for $995,000 with assumable mortgage.
Contact: P.O. Box 1386, Klamath Falls, OR 97601
(503) 883-8118
Alan Cain (503) 882-9557 eves
Ernie Tosti (503) 884-1867 eves
Ralph Cope (503) 882-0147 eves.
DOANE-WESTERN
Doane-Western, Inc.
Toll Free (800) 525-0763
(Doane-Western is a division of Doane Agricultural Service and Western Farm Management)

PACIFIC Farms and Ranches 13

LARGE RANCHES
California and Oregon, row crop, alfalfa, almonds, walnuts, grapes, cattle, recreation. Write Ad Dept. 620 c/o WLJ.

RICE LAND
Find of the century! Canal water plus 6 wells. All now pumps. 960 acres. 910 acres laser leveled. Buildings. $4,000,000. Some assumable loans. Owner says sell. Call: 916/334-7654, Carol Jones, Broker. VALLEY AGRI-LAND.

JOSEPH, OREGON
1,500 Acres, spacious land along shoreline of Lake Wallowa, timber and grazing with good possibility for future cash flow from development of 5 acre homesites. Deal with owners at $1,000 per acre. Valley Investors Partnership, P.O. Box 309, Auburn, CA 95603.

FEEDER/PAIRS
Innovative irrigation produces year around pasture. All fenced, barns, outbuildings, 2 story, 4 bedroom home. Feeder calves or pairs, loading chutes, pens. Best possible terms, owner carry, $349,000. Bob Petterson 209/948-3199. BUNRISE REALTOR, 209/962-1821.

TEHAMA County, Gentlemen's ranch: This 58 acres of permanent pasture complete with irrigation lays quietly in a beautiful view of foothills. Fenced and cross fenced, reservoir, corrals and chutes, hay barn along with 3 stall horse barn, dog kennel, extra nice, large 3 bedroom, 2½ bath, family room with beamed ceiling, fireplace, den and closed patio on paved roads. $325,000. Owner financed. Hobgood Realty, 916/824-2196.

EASTERN OREGON RANCH
400 Animal unit year around or operate as a cow/calf/yearling ranch. Approximately 4,783 deeded acres all well blocked. Contiguous BLM allotments of 1,528 AUM's, 2 homesites, 3 homes, 3 sets of corrals and several outbuildings in good condition. Mostly dry term hay base. Excellent muledeer, antelope and bird hunting. Good terms to qualified buyer. Price: $820,000 River Valley Properties. 503/881-1811.

TEHAMA County: 427 acres, more or less, ranch. Fenced and cross fenced, large barn, equipment building, shop, scales, squeeze and loading chutes, galvanized grain bins, reservoir, farming equipment, irrigation pipe, corrals, all improvements in good condition. Approximately 1,950 sq. ft., extra nice, 3 bedroom, 2 bath home with full basement. Additional 2 bedroom, 1 bath with fireplace, detached double garage on paved road. Fishing, hunting and recreation close by. $575,000. Owner financed. Hobgood Realty, 916/824-2196.

EASTERN OREGON cattle ranch. Operating pioneer family ranch, 24,476 total deeded acres, 613 acres wheatland, 303 acres irrigated heyland, 218 head forest permit, 3 drilled wells plus creek water rights, good fences, 4 houses, several corrals and out buildings. Complete year around operation with very little feeding. Designed and fenced for easy management. Cattle and equipment available separately if desired. Contact Jack Tippett, Tomlinson Agency, Inc. 744 6th St., Clarkston, WA 99403, 509/758-4000 or evenings and weekends, 509/758-6862.

WHEN SENDING IN your ad, please include your Zip Code and Area Code if they are to appear in the ad.

Northern California: 8 parcels of good, low elevation, well watered winter range. 2,000 acres to 9,000 acres. From $380 to $450 per acre.
RAY COX, Ranch Realtor
916/833-5560, "Anytime"

CENTRAL OREGON
340 IRRIGATED ACRES
Produce hay, grain, potatoes, mint: maximum yield. 1 pivot, 8 wheel lines, balance concrete ditches. 2 nice homes, 1 with solar heated pool. $1,089,000. owner financing available.
For further details call
Jim Brooks
ARBOUR & ASSOCIATES REALTORS
PHONE: 503/231-9141

350 ACRES
325 irrigated in new alfalfa and some pasture. 6¼ mile wheel line, 9 big guns, over 3 miles mainline, swather, baler, tractor all included. Sprague River frontage, good building site. All of this for only $309,000. Terms. 441186.

580 ACRES
90 Acres sprinkler irrigation, balance rolling pine tree land and permanent pasture. Good well, shop and store room. 3 mobile home hookups. Many nice building sites. Fronts on Sprague River. Priced for quick sale at $265,000. Easy terms. 441196.
HOLMAN REALTY, INC.
472 S. 6th Street
Klamath Falls, OR 97601
PHONE: 503/884-1343

INTERMOUNTAIN Farms and Ranches 13

NEVADA ALFALFA RANCH
354 ACRES: High quality alfalfa ranch producing 6 tons per acre, good water rights, excellent equipment. Thomas Yerington, Nevada. If you are looking for a ranch investment, don't pass this one up. Contact
WESTERN RANCH REAL ESTATE
P.O. Box 538, Yerington, NV 89447
PHONE: 702/463-3333
Contact Louise for details: 702/463-3333, or 483-3856, residence.

DIVERSIFIED RANCH
Cow/calf operation, 1,820 deeded, 20,000 railroad lease. Excellent Nevada range, runs 430 head, some cattle out 11 months. 125 acres alfalfa, 300 acres meadow. Older, but very comfortable, living quarters, barn, corrals, tack room, outbuildings. All farm machinery included. 3 new irrigation permits will allow 900 more production acres. It's a "GOER." Cattle not included but can be separate. Reduced to $850,000, $200,000 cash down, assumable 8% loan plus owner financing.
For complete information call:
Monte Higbee, Realtor
SONOMA REALTY ASSOCIATES
335 W. 4th St., Winnemucca, NV 89445
PHONE: 702/623-5045

CATTLE RANCH
Approximately 7,720 deeded acres, 1,735 irrigated by creek through part of the ranch. FREE WATER. Private BLM and forest permit for 2,000 AU's. Permit joins deeded land. No trucking. Excellent range. Good winter range on deeded land. This low cost operating ranch was established in 1884. $2,125,000. 20% down and seller financing.
BOISE VALLEY RANCH
640 Acres of pasture and cropland. All flood irrigated with FREE WATER. Owner runs a cow/calf and feedlot operation. 2, large homes, beautiful, 4 bedroom, modern, ranch style home and 1, older, 5 bedroom home. 5,000 sq. ft. steel building, silos, concrete pit silo, cattle scales, 2,000 head feedlot. $1,600,000, exchange considered
NEED IMMEDIATELY
200 To 400 AU ranch. Must have some irrigated cropland. Will buy "net" to seller. Buyer has CASH.
JOHNSON & SMITH, REALTORS
Brokers
Don M. Johnson • Don R. Johnson
P.O. Box 542, Nampa, ID 83651
PHONE: 208/467-4456; 466-6481; 888-7018
Floyd R. Johnson, Broker, Reno, Nevada

SELECTED NEVADA RANCHES
(1) ALFALFA and CATTLE, Pershing County, east of RENO. 640 acre SHOWPLACE ranch. ABUNDANT water, good creek. 2 wells produce over 8,000 GPM. INEXPENSIVE shallow LIFT. 320 acres under 8,000 GPM SPRINKLERS, 2 PIVOTS. 300 acres FLOOD IRRIGATED, CONCRETE DITCHES. 2. MODERN homes, guest house, help house, barn. NEW, completely EQUIPPED, LARGE SHOP, 60 x 100 ft. Good fences. 10 FIELDS, new CORRALS. Electricity, T.V. and school bus. Private AIR-STRIP. TOP QUALITY ALFALFA. 3 cuttings and PASTURE the 4th. 5 TONS per acre. BEAUTIFUL LANDSCAPING. Large shade trees. Good setup for PUREBRED CATTLE, HORSES, DAIRY HEIFERS, ALFALFA HAY or combination. Adjacent land available for EXPANSION. Price: $985,000, including EXTENSIVE list of EQUIPMENT and MACHINERY. Good terms, LOW INTEREST (Excellent TAX SHELTER, approximately $800,000 in short-term DEPRECIABLE ASSETS and good investment tax credits).
* * * also * * *
(2) 500 HEAD COW RANCH (ADJACENT to above ranch). 1820 ACRES plus B.P. Leases and BLM for 10 MONTHS GRAZING. POTENTIAL TO DOUBLE CAPACITY. Price: $885,000 including EQUIPMENT. Small down, LOW INTEREST. Excellent TAX ADVANTAGES. Good management.
C.W. "Chuck" MOORE REALTY CO.
Nevada and California Ranch Broker
P.O. Box 20554, Reno, NV 89515
702/826-2240 or 213/386-3099

MOUNTAIN Farms and Ranches 13

1. 40 Acres mountain tracts bordering National Forest and state land.
2. Outfitter's ranch just off the Big Hole River, Miles River area.
3. 160 Acre ranch just outside Bozeman. Hay and pasture ground.
4. 20 and 40 Acre tracts with southeast exposure, trees, views, highway frontage.
5. Energy efficient building lot, west side of Bridgers.
6. Productive and scenic, 643 deeded acre ranch.
7. 1,800 A.U. cow/calf/yearling operation near Dillon.
8. 790 Acres of farm ground bordering Missouri River.
9. 4,918 Deeded acres, great opportunity to develop this one.
10. 800 Acres in foothills south of town.
11. Big Hole: 20 to 80 acre parcels with stream frontages backing up to forest.
12. 3,577 Acres near Wilsall, stream through property.
13. Main street motel, excellent occupancy rate, Bozeman.
14. 10 Acres with home, horse barn, riding and roping arena.
15. Hog farm north of Livingston, all buildings new in last 3 years, 8 bedroom home.
16. Water well drilling business. Established business, no real estate, can be moved.
17. Paradise Valley: 31 plus acres with creek frontage.
18. 20,100 Deeded diversified unit between Hardin and Custer.
19. 480 Acre Bridger Mountain ranch, excellent hunting, fishing and bordering Forest Service.
20. Beautiful mountain, 20 to 43 acre tracts with good access.
21. 8,673 Deeded acres in mild, wintering area on Jefferson River.
22. 647 Sprinkle irrigated acres, Toston area.
23. 460 Acres on Missouri River by Toston, all irrigated.
24. Total privacy on these 92 acres on West Gallatin River.
25. 30 plus acres with 4 bedroom home on West Gallatin.

THE OLD WEST COMPANY
First National Bank Building Suite 302
P.O. Box 669
Bozeman, Montana 59715
John J. (Jack) Kelly 406/587-0782 Kenneth R. Jacobs, Broker
Principal Consultant

INTERMOUNTAIN Farms and Ranches 13

NEVADA
HAYLAND, 1,160 Acres, 4 wells, permits. $350.00 per acre. 805/466-3737, 805/238-2236.

INDIAN Valley, Idaho: 240 Acre ranch, 120 acres irrigated, 3 bedroom home, outbuildings, very productive. $350,000. Terms. Adams County Real Estate, P.O. Box M, Council, Idaho 83612. 208/253-4888.

$1,200 PER ACRE
306 Acres, new home, shop and granaries
$450,000
300 Acre farm, new home, shop and corral
$1,125,000
840 Acres, row crop farm, watered with a pivot and wheel lines
$1,700/ACRE
320 Acre row crop farm, watered with wheel lines. We have others. Also have some good cow ranches.
HOFER REAL ESTATE, Mountain Home, Idaho. Stan Scott, 208/587-8471, days; 208/587-5034, evenings.

WESTERN FARMS/RANCHES
Row crop 300 to 3,000 acres. Cow ranches 100 to 4,500 head. New free brochures. Tell us what you want
DAIL: 208/345-3183
ROBISON REALTY, INC.
P.O. Box 988, Boise, ID 83702

7,414 ACRE RANCH
East of Weiser, Idaho. 350 acres irrigated, 220 acres dry land farm ground and balance dryland grazing ground. A lot of good improvements. 2 homes, large barn, corrals, feed barn, machine shed $1,450,000 with terms
150 IRRIGATED PASTURE RANCH
7 miles west of Caldwell, Idaho. Older 3 bedroom home recently remodeled. Roping arena, grain barn and other outbuildings. Excellent cheap water $400,000 with some terms.
CRAWFORD ASSOCIATES
Ralph Crawford, 208/642-6701
Anita Woodbury, 208/459-8482
Evenings: 208/642-3059

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MOUNTAIN Farms and Ranches 13

1,500 Acres, Baca County: 555 Acres irrigated, 2 electric pivot sprinklers, 3 wells. 332 Acres non-irrigated, 634 Acres pasture land, 3 bedroom, modern home, 30' x 60' shop, 1,400 bushel grain storage. $575 per acre including all sprinkler equipment. Ben Crum Agency, 445 United Bank Bldg., Pueblo, CO 81003. 303/543-7202. Residence, 544-9887.

FIRST TIME OFFERING
OUTSTANDING TEN SLEEP, WYOMING MOUNTAIN CATTLE RANCH
5,700 Acres deeded, BLM permits, forest permits, 1,060 acres of state lease, lots of water and grass, in easy, winter country that has never droughted out.
2 Mountain streams, 5 artesian wells, springs and reservoirs, good improvements, extremely well blocked. Owner is running on a year around basis, 900 cows, 50 bulls, 800 yearlings.
The best of elk and deer hunting and fishing in Wyoming. Priced right at just over $2,000 per A.U.
TEN SLEEP, WYOMING COW RANCH
Beautiful, foothill location, new, 1,400 sq. ft. ranch style home, garage, also trailer house. Adequate corrals and out buildings. 790 deeded acres, irrigated, sub-irrigated and range land, adjoining BLM permits, forest permits, over a mile of river frontage
OUTSTANDING MOUNTAIN RANCH
Beautiful scenic location, 2 springs on ranch provide lots of water. 2 good homes with beautiful view of the mountains, bunk house with a walk-in cooler, adequate out buildings. 430 state deeded plus BLM permit. 100 plus acre irrigation, well improved with additional water rights provide opportunity for development. Balance is good grazing land in a good rain fall area. Situated on a paved highway with mail, school bus, REA and telephone to the ranch. Truly an outstanding offering.
OFFERED EXCLUSIVELY BY:
HAKE REALTY
HAKE REALTY, P.O. Box 1405, Worland, WY 82401, PHONE: 307/347-3271.

MOUNTAIN Farms and Ranches 13

581 Acre cow ranch in Blackfoot Valley just 21 miles from Missoula, Montana. 432 acres tillable, 342 acres irrigated. Highway frontage, 2 homes, corrals, beautiful rolling. Same owners since 1941. $599,000.

HANK DESCHENES, Ranch & Land Broker
2704 Glen Drive, Missoula, MT 59801
PHONE: 406/729-0510
"Since 1965"

2 SPRINKLER QUARTERS
320 Acres in barley with 2 wells and 2 Pierce sprinklers. 3 York grain bins. Priced at $206,000 with low interest assumable loan. For more information.
M & K REALTY & AUCTION CO.
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PHONE: 303/539-3548

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2. ALSO include $2.00 PER INSERTION for cost of forwarding replies.

800 HEAD RANCH AT DILLON, MONTANA
$1,900,000: 8,006 Acres with 4,046 deeded. 1,680 acres state lease with 250 head private additional BLM permit and 450 head private forest permit adjoining ranch. This ranch lies all in 1 block and is a solid 800 head unit. Nice home with good supporting outbuildings. $1,600,000, with less than 25% down.
We have several other ranches listed in southwestern Montana also.

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Dillon Office
108 S. Washington, Box 698
Dillon, MT 59725
PHONE: 406/683-5171
Ron Shoen: 683-4979
Mike Farrell: 683-2971
Jim Klasock: 494-2912

Sheridan Office
308 S Main Street, Box 188
Sheridan, MT 59749
PHONE: 406/842-5348
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Larry Rule: 842-5609
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GET THE MIDAS TOUCH IN WESTERN COLORADO
Fertilizer business showing good cash flow. 1880 gross approximately $500,000. Excellent growth potential. Both liquid and dry fertilizer marketed, excellent equipment. $300,000 includes 4 plus acres and complete set of improvements.
Diverse and exciting retail sales business with a Western flavor. Well established in a good location. Gross sales for 1800 were $379,000 and the figures for 1981 look just as good! $75,000 plus inventory.
A rare find in booming western Colorado is this construction related business. Potential increasing daily and includes 2 plus acres of prime real estate on major highway.

benchmark Investments of Colorado, Inc.
716 Horizon Dr. #460, Grand Junction, CO 81501
PHONE: 303/245-9410

YAMPA VALLEY RIVER
2,135 Deeded acres: 400 irrigated, 160 subirrigated pasture 170 head forest permit, 3 homes, 14 CFS water plus reservoir rights. Owner says 300 cows plus. Joins forest, excellent hunting.

ELK RIVER VALLEY RANCH
17 miles northwest of Steamboat Springs. 2,665 deeded acres, excellent improvements, 1, three-bedroom log home, 1, two-bedroom log home, working corrals, scales, all new fencing. Owner says runs 900 yearlings from June to October. Excellent hunting.

LARGE COMBINATION RANCH
65,000 deeded acres, 4 sets of improvements, many acres of federal and state leases. 100 plus CFS water, many millions of acre feet of adjudicated water. Excellent tax shelter and appreciable assets. Excellent working ranch at bargain price.

COMBINATION CATTLE & GRAIN
276 AU, 2 sets of improvements, low overhead, excellent terms. Call on this one. $300,000.

Many other farms and ranches available.
STETSON REALTY, INC.
Room 324, Livestock Exchange Bldg.
4701 Marion Street, Denver, CO 80216
Call: Jim Clevenger, 303/571-0987• Frank Stetson, 303/879-1573

We Specialize in COLORADO RANCHES

Arriba
2,060 Acre farm, 1,000 acres irrigated, 860 acres possible dryland crops, 200 acres grassland, plus 1 section state land, near Arriba, Colorado. 7 circles, good water, 3 bedroom home. Various outbuildings and corrals. $1,694,000.

Brocker
2,500 Acre ranch, 2,000 acres irrigated, 6 miles east of Walden, Colorado. Plus 1,300 acre BLM lease. Owner says ranch will run 700 cows priced at $1,250,000.

Elbert County
4,700 Acre ranch, approximately 1,600 acres timberland, located 11 miles northeast of Kiowa, Colorado, just 1 hour and 16 minutes from Denver. Great development potential.

Kiowa Creek
6 miles north of Kiowa, Colorado. 2,360 acres, 200 animal units, 2½ miles off Kiowa Creek, running water year around, excellent winter protection, 1 set of improvements. All this for just $940,000 with terms. Other Other ranches and farms for sale with hunting and fishing. 40 acres up.

FOR FURTHER INFORMATION ON THESE AND OTHER RANCHES, CONTACT:
303/825-1756
CORPORATE RANCH COMPANY
420 E. 58th Ave., Suite 155
Denver, CO 80216
RANCHES FARMS

PLAINS Farms and Ranches 13

MISSOURI PROPERTIES: Scenic, uncrowded, Ozarks. Low taxes. retirement-homes-acreages, dairy, beef, hog. Excellent selection. Affordable prices! Kelly Realty, 110 East 1st Street, Mountain Grove, MO 65711. 417/926-6131.

PRIME Farm Land: 4,000 level, contiguous acres, Mississippi delta land, diked, 45° rainfall, assumable loan. Many other farms, owner financing, trades. Hale & Hale, Ltd., Sheldon, MD 84784. Phones: 417/884-2211; 984-5181.

FARMS AND RANCHES CAMDEN COUNTY RANCH
1,491 Acres with 400 A.U. capacity, 3 houses, 2 machine sheds. Owner financing.

I-70 FRONTAGE
1,158 Contiguous acres, 800 tillable, highly improved. Excellent financing

200 ACRES RIVER BOTTOM
707 Acres with 2 houses and highly improved. Owner financing.
For more information please contact:
Glenn Spiking
OPPENHEIMER INDUSTRIES, INC.
P.O. Box 19857
Kansas City, MO 64141
PHONE: 816/471-1750, 913/432-9740, residence

SOUTHWEST Farms and Ranches 13

HEBBARD & WEBB

YOU CHOOSE!
★★★★★★★★
A LEARNER'S PERMIT: Small, 70 head cattle ranch, 64 miles north of Phoenix in tall pines with springs and live water in creeks. Nice improvements, valuable deeded land, cattle graze on national forest. Price includes cattle. Reduced to $380,000. Make an offer!
GOOD DESERT RANCH: Low operating expenses. 550 head BLM permit, permanent waters, excellent working ranch headquarters. Price includes cattle, 15,325.15 acres deeded land and 146,879 acres grazing lease. $1,400,000.
REPUTATION RANCH: Operated by same family for over 40 years. 675 animal unit capacity, suitable for mother cows, yearling operation or both. Well improved in excellent rainfall and climate area. Close to schools. 5,036 acres deeded land, 23,250 acres state lease, forest permit. Price for ranch is $1,500,000, cattle available at market.
Call and Reserve Your Place Now!
602/275-5715
HEBBARD & WEBB
5001 East Washington, Phoenix, AZ 85034

SOUTHWEST Farms and Ranches 13

DESERT RANCH: 869 head year around plus steers in season. Highly improved, near Tucson, $1,500,000. Mountain ranch: 250 head year around, new 3 bedroom home. 30 minutes to Tucson, $525,000. Frizzell Realty, 7141 N. Silverbell, Tucson, AZ 85743. Phone: 602/744-3206.

MUST SELL
Northeast Arizona cattle ranch. 1,280 acres deeded, 12,800 leased. Approximately 100 acres irrigated 2 irrigation wells. Headquarters buildings. $500,000 terms or $450,000 cash. Haught Realty, 1 South Catalina, Gilbert, AZ 85234. Call: Kent Flake, 602/835-0898, afternoon or Ralph Flake, 602/882-4726.

FOR SALE
Alfalfa Hay: Dairy quality
Also
Excellent stock hay for cows and horses and some grain hay.
LOW INTEREST FINANCING RATES
Available, to qualified volume buyers. Prices quoted F.O.B.
LAKESHORE RANCH MODOC COUNTY, CA
Call. Stu Smith, 818/272-1881 or 415/883-4471

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Gilbert, AZ 85234
PHONE: 602/892-3211
Dave Hastings, Broker

RANCHES For RENT or LEASE 14

HOG RANCH
300 Sow farrowed to finish. Total confinement on slotted floors in Salinas Valley. Phone: 805/238-7986.

RANCHES or PASTURE WANTED 15

WANTED: Winter pasture in California. 500 to 10,000 acres above Fresno. After 9 p.m., 916/457-7294.

RANCH WANTED
Lease ranch to carry 2,000 to 3,000 cows year around. Will buy cattle on ranch. 208/834-2286.

YEAR AROUND RANCH, northern California preferred. To run 150 head, some hay land OK. Would like either a long lease or a lease option. Call: 707/762-4878.

34-YEAR-OLD, cattle and grain farmer, married, 2 children, with lifetime experience wishes to rent or buy on contract a cow/calf ranch in western states. Our farm has been sold. Write Ad Dept. 614 c/o WLJ.

WANTED: Summer pasture for 2 to 3,000 yearling steers. Prefer Bishop to Reno but any other good sure country acceptable. Contact: Milton Rudnick, Box 68, Callentia, CA 93519. Phone: 805/587-2110.

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when you sell your dogs through W.L.J's Classified Corral.

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To buy a working interest in a ranch operation with potential to buy entire operation. 10 years experience with own leased ranch. 30-years-old.
Richard Hubbell
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PHONE: 602/337-2481

RANCHES or PASTURE WANTED 15

Want To Lease
Or Purchase
200-500 Head Cow Ranch
Richard Hubbell
Box 1197
St. Johns, AZ 85936
PHONE: 602/337-2481

REAL ESTATE For TRADE 16

TRADE 40 ACREB in Ferry County, Washington, as down payment on stocked, equipped ranch. 503/767-3802.

DEVELOPED
1 to 5 acre estate parcels in city of Atascadero, California, will trade for cattle. 805/466-2865.

3 BEDROOM home on golf course, Sun Valley, Elkhorn, Indiana. Exchange all or part for cattle/farm equipment. $235,000, terms. Contact: H. Meisen, Bitterroot Realty, Box 869, Sun Valley, ID 83353, owner and agent.

PASTURES AVAILABLE 17

3,000 ACREB
Located in Little Panoche in exchange for fencing. 209/826-2141.

AGAIN AVAILABLE
NORTHERN California, winter grazing, 2,200 calves or 1,100 cows. November 15-June 15. 6,800 acres. Phone: 415/854-4225.

WINTER PASTURE available November 1st, 9,000 acres, steers or heifers. Location westside of San Joaquin Valley. Call evenings. 408/637-7077 or 408/779-2782.

PASTURE FOR 3,000-3,500 Steers
West side of San Joaquin Valley. November 1 to May 16. Head or gain basis.
PHONE: 209/578-4211

PASTURES AVAILABLE 17

GRASS and management for 1,100 cows, 85% calf crop guaranteed. 303/879-3194.

TOTAL
Year around feed and management available for 200 pair. Eastern Idaho. 298/750-3676.

PASTURE AVAILABLE: Winter grass for 1,500 to 2,000 stroru. Central California. Call 209/935-1414.

FOR SALE
Alfalfa Hay: Dairy quality
Also
Excellent stock hay for cows and horses and some grain hay.
LOW INTEREST FINANCING RATES
Available, to qualified volume buyers. Prices quoted F.O.B.
LAKESHORE RANCH MODOC COUNTY, CA
Call. Stu Smith, 818/272-1881 or 415/883-4471

HAY, FEED, SEED 18

ALFALFA/HAY
High quality, high protein. G.T. Mitchell, 303/942-2290.

DAIRY QUALITY ALFALFA
3rd and 4th cuttings. $90 per ton. McDonald, Kansas. Call: 913/538-2428.

BUSINESS INVESTMENTS 19

OPPORTUNITY to joint venture grain operation, Central Nevada, 80 acres, now irrigated, potential 280 acres. 702/747-2125, after 5 p.m.

FINANCIAL partner wanted for 400 acre, southwestern Oregon, irrigated cattle ranch. Excellent tax advantages. Dedicated, responsible owner/operator. Write Ad Dept. 628 c/o WLJ.

BUSINESS OPPORTUNITY: Long established livestock hauler to retire. Will sell 3 tractor trailers, extra tractor and large parts inventory, plus name and good will for a business as usual take over. Terminal and shop lease. $105,000 and terms. Western Real Estate Center, P.O. Box 1069, Red Bluff, CA 96080. 916/527-5514.

LIVESTOCK LOANS 19A

"LIVESTOCK LOANS"
We specialize in livestock financing nationwide. Stock, Feed, Equipment, Short and Intermediate loans. Call: California Livestock PCA. 619/463-2418. 3382 El Camino Ave., Sacramento, CA 95821.

MACHINERY and SUPPLIES 20

1 DUMP truck with front loader, 1 Studebaker truck, 1 jeep, 4 large wagons, 2 small wagons, 2 carts. Phone: 209/931-3523.

BIG BUD TRACTOR, 350 horsepower, FWD, excellent condition. $35,000. 209/934-9959. Turlock, California.

BTACK Retriever: New Holland 1052 mounted on 1974 Ford F700. 361 gasoline engine. Retriever end truck in excellent condition. $14,500. OBO 714/933-2222.

CENTRAL MICHIGAN Tractor and Parts, 2903 North U.S. 27, St. Johns, MI 48879. Call: Toll Free. 800/248-8263. Save 50% on good, used tractor and combine parts. We ship anywhere.

FARROWING Stalls: All steel $142.95. Includes feeder waterer, top rail, rump rail. Weighs 204 lbs. Free literature. Sierr National 130 Main, Colchester, IL 62326. 309/776-3445.

HAY SQUEEZE: Vale G3P, 20,000 lb. fork lift with 453 diesel engine. New factory installed 1980 Hay Squeeze, complete with upper clamp barns and integral weighing system. Like new. $27,500. OBO 714/933-2222.

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MID SOUTH TRACTOR PARTS COMPANY has over 20 acres of used tractor parts. Also wrecking over 400 combines with complete motors, headers, straw choppers, final drives. Good selection Rice and Cane tires and wheels. Write: Rt. 2, Box 318, Sikeston, MO 63801 or call: Toll Free, 800/325-7070 or 707-1. Missouri residents, call: 314/471-3962. We ship anywhere.

Consumer credit rises $2.86 billion

Consumer installment credit outstanding in the U.S. expanded at a seasonally adjusted rate of $2.86 billion in August, following a $1.95 billion increase in July, the Federal Reserve Board said recently.

The August annual growth rate was 10.5%, up from 7% in June and July. Credit outstanding in August totaled $324.663 billion on an unadjusted basis, up from 305.763 billion in August 1980.

The more rapid expansion in credit outstanding in August was caused by a sharp gain in automobile financing caused by strong new car sales resulting from price and credit inducements.

Auto credit outstanding grew $2.12 billion, seasonally adjusted, in August after a $1.21 billion increase in July and a gain of less 100 million in June.

The Fed said revolving credit and mobile home credit both grew more in August than in July, while credit in the Large "other" category grew at a slower rate in August than the month before.

New credit extended in August totaled $28.90 billion, up slightly from the 28.75 billion extended in the previous month.

Credit liquidations declined to $20.04 billion in August from $26.80 billion in July.

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AFBF outlines eradication keys

Individual producer responsibility and involvement of local, private veterinarians are key elements of an effective brucellosis eradication program, a Tennessee state veterinarian told a group of Farm Bureau representatives attending a recent brucellosis meeting in Memphis.

"Brucellosis is a serious matter and until now problems in eradicating this chronic, unpredictable disease have been widely underestimated," said Dr. John R. Ragan, State Veterinarian, Tennessee Department of Agriculture.

The meeting, called by the American Farm Bureau Federation (AFBF), brought together commodity personnel from Farm Bureaus in nine states where the disease is most prevalent.

Another speaker, Dr. Billy Johnson, senior staff veterinarian for cattle disease for the USDA-Animal and Plant Health Inspection Service, reviewed proposed changes in the department's brucellosis eradication program. He also discussed prospects for federal funding of the program for the next fiscal year.

Representatives of the state Farm Bureau in Arkansas, Florida, Georgia, Kentucky, Tennessee, Texas, Louisiana, Missouri and Mississippi, reviewed progress in their respective state eradication programs and shared ideas to increase producer awareness and participation in the effort to eradicate the disease that is such a serious problem to the nation's beef and dairy industry.

Vote gives victory for farm interests

The nomination of Kaio Hineman to the Commodity Futures Trading Commission was a victory for farm interests, U.S. Agriculture Secretary John Block said recently.

Block, visiting South Korea on a market development tour, said Hineman was the most qualified of the candidates for the commission and recommended his nomination.

Hieman is a Kansas farmer and legislator and has been a director for Cattle-Fax, the marketing arm of the national Cattlemen's Assn. If confirmed, Hineman will become the first commissioner with a farm background.

Block said Hineman has used commodity futures markets and has a broad, independent knowledge of futures and cash markets.

BLUE MOUNTAIN—Eileen and Jake Jacobs (left), owners of Blue Mountain Livestock Marketing Co., began serving the eastern Oregon area the first of July. The couple purchased the Baker Auction Yard and will feature an auction every Wednesday. Also pictured is office manager Kathy Lopez. (Staff photo by John Coote)

Modern farm operation no easy task says Ahrenholz

"Managing a modern farm operation in today's complex and risky world is no easy task," says Dr. James Ahrenholz, economist with the Texas Agricultural Extension Service, Texas A&M University System. "Farmers face ever-changing conditions in the weather, market place and their total environment that make their business a gamble."

While farmers have always had to cope with various degrees or levels of risk, it's important for them to have a better understanding of the different sources of risk in the decision-making process, notes Ahrenholz.

He presents these major sources of agricultural risk as identified by Gene Nelson, Oregon State University, and Ted Nelson, Oklahoma State University, in a special Extension Service, USDA report:

•Production and yield risk: Yields and production can vary greatly due to weather, diseases, insects, varieties, machinery, timing of practices and related factors.

•Market and price risk: Prices paid for production inputs and received for farm products are affected by supply and demand conditions, trends, speculations, government programs, commodity cycles, seasonal variation and consumer demand.

•Business and financial risk: Increased use of borrowed capital and larger capital investments have increased financial risk and put more pressure on maintaining an adequate cash flow.

•Technology and obsolescence risk: Rapid development of new technology can make current production methods obsolete shortly after important investments are made. Thus there is risk in adopting new technologies too late as well as too soon.

•Casualty loss risk: Loss of assets due to fire, weather and theft can be devasting, especially in inflationary times.

•Social and legal risk: Agriculture is subject to changing social attitudes that affect governmental laws and regulations dealing with such areas as environmental protection, use of certain chemicals, and land use planning.

•Human risk: Farming is a hazardous occupation, and accidents and health problems can be critical to the survival of the operation, particularly during crucial production periods. Dishonesty and undependability of business associates also can undermine an efficient operation.

The key to coping with the uncertainties of agriculture is the risk-taking attitude of the farmer himself—how he views risk," contends Ahrenholz. "If a farmer is to be happy with his decisions, he needs to make them so as to be consistent with his attitudes regarding risk."

Risk-taking attitudes mainly result from farming goals and objectives, financial ability to assume the risk involved, and size of the possible gains or losses involved in the decision.

There are risk takers, risk avoiders and risk neutral farmers, notes the economist. All have their own management style and all can be successful. The main point is that a farmer needs to consider his attitude about taking risk since it will influence his decisions and give him a better feeling about them.

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Any saddle tramp can win a horse race unless there's a second entry.

Tax law, bear market trims action in livestock deferreds

The causes of recent declines in deferred livestock futures volume and open interest at the Chicago Mercantile Exchange are unclear, but the development is clearly limiting opportunities for commercial hedgers, market analysts told CNS.

Some market watchers blame the thin trading in deferreds in new tax legislation and others say it is due to bear market conditions, but most agree diminished hedging opportunities are the result.

Don McDonnell, a livestock specialist for Agri-Hedging Inc., is one broker who said he has experienced the problem while trying to place hedges for customers.

"There's no liquidity in the deferreds, no bids," McDonnell said. Orders in the back months are usually part of market spreads, but the long-term capital gains traders have not been in the market.

In October and December 1982 live hogs, there is "no volume at all," McDonnel said, adding "Traders would have traded these months if a bull move were expected."

He said he had tried to sell 10 and 20 lots of October and December 1982 hogs and had had trouble finding buyers, even when offering to sell under the market.

McDonnell said he solves the problem of hedging in the thin market by trading through December or April rather than more deferred months.

"We're telling the hedgers to use the rallies to hedge," McDonnell said, "and I mean $2.00 or $3.00 by a rally."

Tom Morgan, a livestock analyst for Heinold Commodities Inc., said many cattle are now being placed on feed that are not hedged.

"Producers are waiting to hedge. They will be selling (futures) when April is at a good hedge price," Morgan said.

Lloyd Aylesworth, a marketing analyst for Farmers Grain and Livestock Inc., concurred that hedgers were having a hard time getting orders filled at the desired price, but added "If $0.05 is going to make or break a feedlot operator, he shouldn't be in the cattle business."

Liquidity in the deferred months of livestock futures is decidedly reduced from a year earlier. Live cattle volume figures show that trading in the deferred months of April, June and August 1982 constituted about 6% of the total volume in September, compared with about 10% a year earlier. Last week's open interest for the same three contract months was about 18% of the total live cattle open interest, compared with 23% a year earlier.

The same situation holds true for live hog futures. Volume in the deferred contract months of April, June and July 1982 was less than 5% of the total volume in September, compared with more than 8% a year earlier. Last week's open interest for the same three contract months was about 13% of the total live hog open interest, compared with about 20% a year earlier.

While analysts agree on the effects of the thin deferred trading, the causes are still open to speculation. Some said bear markets are keeping public speculators—who traditionally trade the long side of a market and boost prices—out of the market.

Others point to recent tax legislation, which prevents the use of tax straddles to defer or reduce tax payments. The tax traders had been active on both sides of many deferred contracts, the analysts said.

Gary Lark, livestock specialist for Agra Trading Co., is convinced that diminished back-month volume and open interest is a direct result of the new tax law.

"Now that this law has passed, the incentive to trade the back months isn't there," Lark said. "The incentive to trade is liquidity and why trade the back months if no one else is trading them?"

However, Chuck Levitt, livestock analyst for Shearson Loeb Rhoades Inc., said the bear markets this year have had a lot to do with the reduced deferred volume and open interest. He said the tax straddle type of trading would have been more prevalent in a bull market. The impact of its elimination cannot be fairly measured in this "shaky market" be said.

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31. $17.00	32. $17.44	33. $17.90	34. $18.70	35. $18.94
36. $19.50	37. $19.94	38. $20.50	39. $20.96	40. $21.34
41. $21.80	42. $22.10	43. $22.63	44. $23.20	45. $24.71
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